

Rolling Stone

The
International
Music-Record
Newsweekly

Cap. Vows 'No Dump' Policy on Monaural

By ELIOT TIEGEL

LOS ANGELES — A policy of retaining a firm \$4.79 monaural album price has been pledged by Capitol as a counter move to reports of massive industry disposal in January of monaural inventories at low wholesale clearance prices.

Capitol's "no dumping" policy, as outlined by its distributing corporation president Stan Gortikov, is meant to "clarify where we stand," the executive said last week.

"Monaural albums will not be sold off at distressed wholesale clearance prices," Gortikov continued. "Current monaural prices will remain firm throughout the foreseeable future."

Gortikov senses a mood de-

veloping which may dump monaural product after the Christmas selling season. "This is apparent in the returns tendency of accounts. They are fearful of the devaluation of monaural product after Christmas."

"Panic and confusion" results from a lack of knowledge on where record manufacturers stand on working toward the eventual elimination of monaural product in favor of a one-class stereo inventory, Gortikov believes.

Demands the Factor

"The demands of the consumer, retailer and wholesaler will influence the rate of continuing monaural release as we

(Continued on page 12)

Soundsheets Promoting Sales 'Encores' of B'way Cast LP's

By MIKE GROSS

NEW YORK—Original Broadway cast albums have found a new area of exposure. They are moving into "soundsheets," a term used for paper-thin flexible vinyl records which are being bound into souvenir theater programs.

The "soundsheets" contain about five minutes of music extracted from the original cast album

of the musical featured in the souvenir program. Included with the "soundsheet" is a suggestion to stop by the local retail store for the complete original cast album.

The "soundsheet" promotion was launched by Kal Efron, souvenir program publisher. He's already out with a "soundsheet" of the Fred Ebb-John Kander score from Columbia Records' original cast album of "Cabaret" and is now readying a "soundsheet" of the Jerry Bock-Sheldon Horne score from RCA Victor's original cast album of "Fiddler on the Roof."

Efron has made separate deals with Columbia and Victor for the "soundsheet" rights and plans to work out similar deals for the Broadway musical shows to which he gets souvenir album rights. Efron's royalty arrangements with the record companies and the music publishers are kept under wraps.

(Continued on page 10)



The Small Faces live in a nice new world where there are lots of nice people and nice things to do. Like writing a song about "Itchyoo Park" (E57 501), which went to the top of the British charts, and producing it for Andrew Oldham's and Tony Calder's immediate label. Distributed by CBS in the United States and Canada. (Advertisement)



The entire country was recently introduced to five dynamic young men from Bedford, the Beatles Street Union, on the ABC-TV pop music special, "Twang." The group sang its first MGM single, "South End Incident" (K13865), forerunner of an album, "The Eyes of the Beacon Street Union" (E/SE-4517), to be seen and heard in January. (Advertisement)

Gallagher to Form Label in Thrust Overseas by MCA

NEW YORK — William P. Gallagher, who takes over as head of MCA's Entertainment and Leisure Time Marketing Division Jan. 1, will, it's been reported, establish a label overseas to be known as MCA Records. He'll also be studying the marketing aspects of MCA's various record divisions.

In addition, Gallagher will be named a vice-president in charge of MCA's newly created marketing division Monday (4). Gallagher resigned his post as vice-president of Columbia Records last month.

MCA's record company operation now includes Decca, Coral, Brunswick, UNI, Revue and Kapp Records. The acquisition of Kapp last week by MCA is further reported on Page 3.

The disk emphasis is in keeping with MCA president Lew Wasserman's desire to get into the "youth market" in a big way. Wasserman believes that market for phonograph records is changing character and that new sales and promotion techniques are required and that a new audience must be reached.

NARM Sets All-Tape Meet

By LEE ZIHTO

NEW YORK — The National Association of Record Merchandisers will replace its midyear record meetings with all-tape conventions, it was revealed last week by Jules Malamud, the association's executive director. NARM's first all-tape convention will be held Sept. 3-6 at Chicago's Continental Plaza Hotel.

The plan for NARM to stage a tape convention equal in importance to the association's spring record meetings was first unveiled at its last midyear gathering in Lancaster, Pa. in

September (Billboard Sept. 16). The proposal was made at that meeting by Jim Tiedjens (Midwestern Tape Distributing, Milwaukee) and was approved by NARM's board during its recent meeting.

The board named a tape committee to plan the September convention. The committee is headed by Jack Goldhart (L & F Record Service, Atlanta), NARM's first vice-president. Members of the committee include Tiedjens, Stan Jaffe (Consolidated Distributors, Seattle),

(Continued on page 12)

Chess Expands: Sets New Label

By EARL PAIGE

CHICAGO—Chess Producing Corp. has formed a new pop label called Cadet Connection and is seeking independent producers in a full-scale market expansion effort.

A new group, Rotary Connection, is being launched with the new label. Releases will be in both stereo and monaural LP's, singles, 4 and 8-track cartridges, cassettes, and, possibly, Play-Tape. Concert tours are planned for the group.

Chess has also signed the Wild Weeds, an independently produced Hartford, Conn., group, on Cadet. Tommy T and the Federal Reserve is another new Cadet property, under the direction of Ron Malo, Chess' chief engineer, who produced "Kind of a Drag" for the Buckingham. And Chess is negotiating with a jazz-oriented English group for the new label.

The Chess metamorphosis extends to Checker, too, where house producer Ralph Bass has con-

(Continued on page 10)

Philadelphia Inking Spurs RCA's Drive

By FRED KIRBY

PHILADELPHIA—RCA Victor is making a strong bid to strengthen its position in classical instrumental recordings with the signing of the Philadelphia Orchestra to an exclusive recording contract last week, after the orchestra's 24-year association with Columbia Records. The contract includes conductor Eugene Ormandy, longtime music director of the orchestra. Five years ago,

(Continued on page 70)

(Advertisement)

Fontana's "Hum...it's a LuLu!"

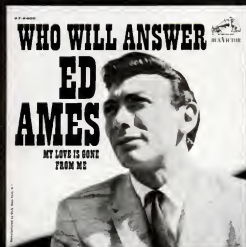
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From the canyons of the mind we
Wander on and stumble blindly
Thru the often-tangled maze of
Starless nights and sunless days
Asking for some kind of clue -
A road to lead us to the truth, but
WHO WILL ANSWER?

Side by side two people stand,
Together vowing hand in hand
That love's imbedded in their hearts,
But soon an empty feeling starts to
Overwhelm their hollow lives, and
When they seek the "hows" and "whys,"
WHO WILL ANSWER?

On a strange and distant hill, a
Young man's lying very still. His
Arms will never hold his child
Because a bullet running wild has
Struck him down. And now we cry:
"Dear God, oh why, oh why?" But
WHO WILL ANSWER?

High upon a lonely ledge, a
Figure teeters near the edge, while
Jeering crowds collect below to
Egg him on with "Go man, go!" But
Who will ask what led him to
His private day of doom? And
WHO WILL ANSWER?

In the rooms with darkened shades,
The scent of sandalwood pervades the
Colored thoughts in muddled heads,
Reclining on the rumpled beds of
Unmade dreams that can't come true.
And when we ask what we should do,
WHO WILL ANSWER?

Neath the spreading mushroom tree,
The world revolves in apathy as
Overhead a row of specks roars on,
Drowned out by discotheques. And
If a secret button's pressed because
One man has been outguessed,
WHO WILL ANSWER?

Is our hope in walnut shells worn
Round the neck with temple bells?
Or deep within some cloistered walls
Where hooded figures pray in halls?
Or in old books on dusty shelves?
Or in our stars? Or in ourselves?
WHO WILL ANSWER?

If the soul is darkened by
A fear it cannot name - if the
Mind is baffled when the
Rules don't fit the game -
WHO WILL ANSWER?
WHO WILL ANSWER?
WHO WILL ANSWER?

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Shift at RCA Nashville
—Davis Exec Producer

Logo Redesigned by MGM

MCA Buys Kapp in New Surge To Be a Major Record Complex

Elektra to Spin 80% Of Disks From Coast

BB POLICY ON YULE PRODUCT

3

Billboard

AUDIO RETAILING 21

RETAILERS OUTDID THEMSELVES in advertising for the big Thanksgiving weekend. A report.

CLASSICAL 70

LONDON ELEKTRA, London Records' "Elektra" package set for pre-Christmas distribution. Berberli, Guerrero, Flagello, Raskin each in Met "Falstaff."

COIN MACHINE 102

"THE DISCLOSED LOCATION" may make it seem as though there are fewer good stops today. But is it really true? Some case histories.

INTERNATIONAL 80

MIDEM IS ADDING A FLOOR to its Carnies office facilities to prepare for the turnout, already triple last year's event.

MUSICAL INSTRUMENTS 22

"GRETSCH-NIGHT" in Chicago, featuring four percussion firms, was aggressive sales promotion.

RADIO-TV PROGRAMMING 40

WNEV-FM GOING "all the way" to a progressive rock format. ASCAP invites Georgia broadcasters to peace meeting.

TALENT 24

DICK MANNING advocates a "new sound" for Broadway theater musical but not at the cost of melody.

TAPE CARTRIDGE 88

MGM will fly 200 persons to London for a major tape conference and a week of special activities.

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Breakout Singles 82

Catena Sees Cap's Rack Jobbing Business Soaring 20% by 1975

LOS ANGELES — With almost 60 per cent of Capitol's business now written by rack jobbers, Rocky Catena, the label's new national rack merchandising manager, sees his percentage rising to 80 per cent by 1975.

Catena has mapped a four-pronged program for Capitol's involvement with the burgeoning rack industry which reads:

- Seek an expansion of the label's share of market.
- Maximize the potential of hit product.
- Broaden catalog and product representation.

A little more than one year ago Capitol restored its 10 per cent differential discount for retailers, which it prefers to call subdistributors. Now, under its new program of emphasis for racks, Catena will work toward developing merchandising aids and programs to benefit the specific needs of the rack customer.

"There will be diminishing returns for things to dress up windows, for example," Catena said. Point of purchase merchandisers designed expressly for departments to discount and department stores will be emphasized. "Hopefully, we can extend the point of purchase efforts beyond the record department."

Capitol's rack jobbing program, the 10-year Capitol employees' initiative, is based on exploitation of music—disks or tape—in equipment departments. "We will seek a greater cross-fertilization of merchandising within departments," the former pop album promotion manager explains. At the same time, Catena envisions racks accepting such items as jukeboxes, record spinners and posters ("anything with a novelty appeal").

Bigger Role
While other companies may have salesmen charged with maintaining liaison with racks, Catena's role is far more encompassing. He will seek to provide racks with selling tools (and along the way gain their favor which will help broaden

the product representation), while orienting the home office to the specific needs of rack jobbers. A sample matter of display being set more than 54 inches high (the maximum limit placed on displays by many discount stores) is of major importance to the company now.

Catena believes Capitol must educate the rack's customer who deliver product in the tool of proper direct merchandising. Since last January, the company has been working toward this goal. It has had three special field merchandising managers working exclusively with racks. These rack field merchandisers are Ray Hooper, Atlanta; Tom Ellison, Miami and Ralph Black, Nashville. Also functioning are two special rack sales accounts managers: Joe Sammartino, Philadelphia, and Jim Blackwood, Detroit-Detroit.

Doris and Co. Call It A Day After 20 Yrs.

LOS ANGELES—Doris Day and Columbia Records have gone their separate ways. Marking the end to one of the longest artist-company relations pacts. "We have not renewed her contract; she wants to be on her own," says Marty Melcher, her husband-manager.

The termination of the disk tie with Columbia, which spanned a 20-year period, leaves two other pacts intact between the artist and CBS, the parent company. Miss Day, who has decided to leave her career in favor of comedy films, will make her series TV debut next fall with a filmed half-hour situation comedy show. She has avoided TV, appearing less times perhaps than any other major box office film star. Additionally, Miss Day has a non-exclusive deal with CBS Theatrical Films, the new motion picture division. Her first CBS film will be "With Six You Get Egg Roll."

planned for a summer, 1968 release.

According to Melcher, her recording plans are "indefinite" because of her heavy schedule in films and TV. Melcher does say that his wife will record for her own label, RCA Victor, which has been in existence for a number of years, mainly releasing rock product. Don Gibson is general manager of the label and he will undoubtedly work on the vocalist's disks when the appropriate time arrives. "We plan to release Arwyno," Melcher says, "within the next six to eight months." Miss Day will remain in the standards category, the company has, according to Melcher.

NARAS Plans Sholes Salute

NEW YORK — RCA Victor's Steve Sholes has been selected by the New York Chapter of the National Academy of Recording Arts & Sciences as its honored guest for the first of a series of luncheon meetings. The Sholes' salute is scheduled for Tuesday (12) at the New York Hilton.

Eddy Arnold, a long-time friend of Sholes, and with whom Sholes produced a series of hit records, will emcee. Steve Cucco, of RCA Victor's ad department, has prepared a special slide presentation, highlighting Sholes' career, since his days as an office boy at RCA Victor and part-time saxophonist, Charlie Green, another long-time friend is acting as emcee chairman.

NARAS members have already received their ticket reservations forms. A number of seats are being made available for non-members, who can obtain reservation forms by requesting NARAS' New York office.

Kornfeld Set Justa-Virgo

NEW YORK — Justa-Virgo Productions, an independent production company, has been formed by writer-producer Kornfeld. Kornfeld is concentrating all his production interests in the new firm.

He is also concentrating all his publishing interests in his wholly owned firm, Luvin Music (BMI).

His first release as an artist is with the Artie Kornfeld Circus on Bell Records. "It's an incredible ride on the rails of the Park and Other Things," which he wrote.

Kornfeld will produce a new group, the Music Company. Members include O. Buck, formerly of Spanky and Our Gang, and Ed Simon, brother of Paul Simon of Simon and Garfunkel. He has also written the title theme for the Czech film, "Lemonade Joe," playing at the Little Carnegie Hall Cinema here.

TV Exposure For Anita Bryant LP

NEW YORK — Anita Bryant will be giving her first Columbia Records' Christmas album, "Do You Hear What I Hear?/Christmas With Anita Bryant," network TV exposure within the next few weeks.

Miss Bryant will perform selections from her album on the Nov. 15 "Mike Douglas Show" and on the CBS "Well Show" later this month. The LP was produced by Jay Darrow, associate producer in Columbia's artists and repertoire department.

Vance, VMC Set; Plan Record Co.

LOS ANGELES — Vance Music and VMC Records have been formed to develop as a full-scale record company. First act signed by 23-year-old president Steve Val is the David, male quartet he formerly managed and had as a first roster. Val says his financing comes from a wealthy scientist-parent.

The company is being represented to sales and distribution relations by Ted Rosenberg. Independent producers will be sought for projects. First product is planned for later this month.

Millage Branch

PITTSBURGH — Millage Records of Detroit has opened a branch office in Pittsburgh at 621 Emlin Street, with P&M here as its new distributor. Kelly St. Clair's single, "Punny," is Millage's new release.

London in RIAA Bid on Stones' LP

NEW YORK — London Records has requested RIAA certification for the new \$1.1-million in sales for the new Rolling Stones album "Their Satanic Majesties Request." The company said the gold record sales mark was reached before copies were shipped. The album was introduced on London at a press luncheon at the Regis Hotel here on Nov. 27.

2 New Records Take Yule Play

NEW YORK — In the opening week of play on Christmas singles, two new records were running ahead of the rest of the field. In the No. 1 spot in Billboard's survey is "Snoopy's Christmas," by the Royal Guardsmen on Laurie Records. Also coming in strong, with breakout reports from many areas, is "Little Breekey Christmas Wishes," Buckley Lamb on the Reprise label.

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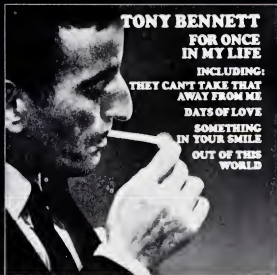
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Axelrod's Flowering Record Form— A Rock Mass for Flower Generation

By ELIOT TIEGEL

LOS ANGELES—A blending of the ingredients from the Latin Mass with rock 'n' roll has been expanded by composer Dave Axelrod. Axelrod's new music form is performed by the Electric Prunes on a forthcoming Reprise album, "Mass in F Minor."

Although there have been a

number of "rock masses" performed around the country, Axelrod's work is the first recorded and released by a major company. Previously, interpretations of religious works were confined to the jazz fraternity, with Lalo Schiffrin's "Jazz Suite on the Mass Text," gaining the most notoriety last year. Since its release, Vis Guaraldi and

Duke Ellington have written serious works. The Association, a hot pop group, recorded "Requiem for the Masses," which was non-religious in theme, interpreting in a chant style, as the flip side to their current "Never My Love" hit.

But outside of this, pop groups have not generally shown an interest in interpreting the Mass in a contemporary style.

To Axelrod, a producer at Capitol Records and composer for the label's ASCAP firm, Morley Music, which is publishing "Mass in F Minor," this religious form can legitimately be combined with a rock beat.

"The sounds of our music today can be put to so many better forms than the 'bubble gum' types of songs which some groups are still recording. Kids today are ready for something different in music," Axelrod says.

His score is patterned after six parts of the Mass, Kyrie, Gloria, Credo, Sanctus, Benedictus and Agnus Dei, and he uses the Latin first and second line of these segments for his own work, which took one week to complete.

Axelrod's Mass speaks in the language of today's flower generation. He has fused twanging guitars, controlled distortion and echo, a Far Eastern mystical feeling (a recognition of the growing influence of Indian music and the star in America) with Gregorian chant style which engulfs the four voices of the Electric Prunes.

Axelrod is more optimistic than the reaction to his Mass from church officials, who may not appreciate the insistent rhythmic patterns and distorted guitars waking against the French horns and cellos.

"I've played dubs of this mass for kids who have said that if the mass sounded like this, they would attend church every Sunday."

Because of the adventurous nature of the project—today's young people are prone to seeking out meaningful crusades which are being covered and explored by FM radio and "underground" press. Reprise plans promoting the album at the FM, underground press levels. Additionally, a campaign of sending pressings to Catholic newspapers has been initiated to gauge a reflection of their thoughts.

Renzetti Does 'Ads'

NEW YORK—Joe Renzetti, arranger for Jay and the Techniques, Spanky and Our Gang and Bunny Sigler, among others, will do the arrangements for a series of teen-oriented commercials. He will work with the agency sending pressings to Catholic newspapers has been initiated to gauge a reflection of their thoughts.

WHERE CHART ACTION IS

NEW YORK—In this issue the "Hot 100" Chart will be found on page 95; the "Top LPs" Chart on page 58; and the "Top 40" for Christmas Chart on page 92.



PHIL KING (center), King Karol Record Shop, New York, shows the Hobbits of Decca Records the display he has promoting their debut album. Terry Phillips produced the record through Lee Harridan Productions.

MGM Test-Markets 'Wizard of Oz' Pkg.

NEW YORK—MGM Records is expanding into related fields and is now test-marketing a "Wizard of Oz" package for children. The package includes an album, a Wizard of Oz book, a record, and a figure. Retailing for \$14.95, the package is being test-marketed both in the mail order field and door-to-door by Grollier's Society, the firm that publishes Encyclopedia Americana.

Irv Stimler, head of special projects for MGM Records, said that this was one of many such projects in the works. "Most of our projects are leaning toward the educational field. By early next year we will have a Listen and Learn 2-track cartridge on the market for the PlayTape machine." He said that the University of Michigan was now preparing this series.

In addition, MGM is now working on a special project to provide election messages on PlayTape cartridges. This would allow candidates for public office to present their messages personally through door-to-door volunteers.

"We get into everything," Stimler said. "If it's in the medium of the voice, we're in it."

London, Jones In a Tour Tie

NEW YORK—London Records plans a major promotion on Tom Jones in conjunction with the Parrot artist's U.S. tour which begins with a two-week Copacabana stint on Feb. 15. The campaign will include heavy radio spot advertising, nationwide distribution of empty album covers, and in-store and window displays. The display units will include the six albums of Jones' Parrot catalog.

London has slated a reception for Jones' Copacabana opening. He also is set for a Feb. 14 "Kraft Music Hall TV Show" and for a guest appearance at the 29th awards dinner of the National Academy of Recording Arts and Sciences. In March, he will tape the Red Skelton Show, Hollywood Palace and Jonathan Winters Show in California. The tour ends with an engagement at the Flamingo in Las Vegas, opening March 21.

Latest project was a concert promoted at the Hollywood Bowl a weekend ago. Stimler promoted the show for White Front Stores, a West Coast discount chain. The project was so large that Warner Bros. Records was brought in and the show featured the Animals and the Hombrs of MGM Records, as well as Petula Clark of Warner Bros.-Reprise and other artists. Tickets to the show were available only to record buyers in the Front Stores. Stimler, in addition to West Coast executives, was a sellout, said Stimler.

ABC to Hold Distrib Meets In 3 Regions

NEW YORK—ABC Records will hold three regional distributor meetings the first week in January, presenting new album releases from its owned and distributed labels. ABC had scheduled one meeting in Las Vegas, but switched to the regional plan.

The first meeting will be held in Los Angeles, at the Century Plaza Hotel, Jan. 2. ABC's home office will be represented by Larry Newton, Howard Stark, Loren Becker and Bud Katzell, in addition to West Coast executives Jay Lasker and Irwin Garr.

On Jan. 4, ABC will host a Midwest distributor convention in Chicago at the Continental Hotel. New York's Plaza Hotel is the location for the Eastern distributor meeting Jan. 6.

Two Gold Records To the Association

LOS ANGELES—The Association have earned an RIAA gold record for the single "Never My Love" (their second straight gold single) and one for the LP "Along Comes a Woman." The latter production was initially released on Valiant which Warner Bros.-Seven Arts Records (W7) purchased last May. "Never My Love" is also copying a major copyright for Tamerlane Music, which also came into the WB fold. Sixteen of the album's tune has thus far been recorded.

Executive Turntable

Walter Thomas has joined the one-nighter department of Queen Booking Corp. Before joining Queen, Thomas had been with Shaw Artists Corp. 13 years. . . W. A. Jones, manager of promotion and advertising for WSIX-AM-FM-TV, Nashville, has resigned to become executive assistant of the Charlie Lamb Corp. and its allied music publishing firms. . . The Getzen Co., of Elkhorn, Wis., a major producer of musical instruments, has hired Charles A. Ford as

FORD marketing manager. Ford comes from the Leblanc Co. and has been in the industry 20 years.

★ ★ ★

Lloyd Leipzig has been named a vice-president of Colgems Records. He will supervise the division's East Coast operations working in tandem with Emil La Viola, vice-president and general manager of the division. Screen Gems creative publishing arm, and reporting directly to Lester Silf, Colgems' vice-president and general manager who will continue to headquarter in Hollywood. Leipzig, who comes to Colgems after four years as director of creative services for United Artists Records, takes over the new post as part of Colgems' expansion program.

★ ★ ★

Robert Cato has been promoted to vice-president, creative services of CBS Records. In his new capacity, Cato will be responsible to Bill Farr, vice-president, marketing of CBS Records, for the division's visual and literary activities and for directing the newly organized creative services department, which will include packaging design, advertising design and copy, publicity and literary services. Cato, who joined Columbia Records in 1959 as art director, presently directs creative services for CBS Records. Since Cato joined Columbia, the company has received nearly 100 awards for album covers and art work. He was formerly art director for Theatre Arts and Glamour magazines.

★ ★ ★

London Records of Canada, Ltd., reverts to the "label manager" concept with the appointment of Gary Kouri as label manager for Philips-Mercury product and Dave Doucette as label manager for the Liberty lines. They will be responsible for sales and promotion of their labels, which will involve field work across Canada. Kouri was formerly a salesman with the Quebec branch for several years, and Doucette was previously involved with cataloging and sales aids.

Quality Records, Ltd., Canada, has named Ed Lawson national promotion manager and merchandising manager for MGM Records; Liam Mullan, formerly sales and promotion supervisor, Quebec branch, as Ontario promotion manager and merchandising manager for Atlantic-Atco; Harold Winslow, formerly national sales promotion manager and sales co-ordinator, Eugene A. Bauer, a director of Theatre Music Co., San Diego, Calif., will direct a newly created educational music division of the company. Robert A. Sternfield will manage the firm's new San Diego area store in Grossmont.

★ ★ ★

William Kaplan, ABC Records' director of legal and business affairs, resigned 20 to accept a job in California with the law firm of Mitchell, Silberberg & Knupp. . . Mauri Lathower has been named director of ad/marketing co-ordination for Capitol, a new post. He was formerly singles sales manager. He will develop product schedules for singles and LP's, produce masters and sign production deals. . . Eugene A. Bauer, a director of Theatre Music Co., San Diego, Calif., will direct a newly created educational music division of the company. Robert A. Sternfield will manage the firm's new San Diego area store in Grossmont.

★ ★ ★

Eddie Lambert has been signed by Akbostal Music Publishing as professional manager. Lambert was formerly a professional manager with South Mountain Music and headed the literary development program at Blackwood Music Publishing. More recently, Lambert was affiliated with Tridon Music, the Don Costa-Tridon Lopez owned firm based in Los Angeles.

NEW ALBUMS for DEC.

RCA VICTOR
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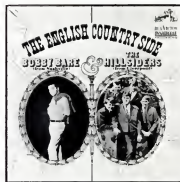
NEW POP ALBUMS



LPM/LSP-1511*



LOC/LSP-1147



LPM/LSP-3896



LPM/LSP-3868



LPM/LSP-3916



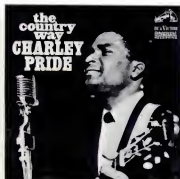
LPM/LSP-3867



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LPM/LSP-3894



LPM/LSP-3895

**NEW
IN THE
VINTAGE SERIES**

LPV-548

LPV-547

*Available on Stereo 8 Cartridge Tape

Cap.: Custom Service a Custom

By ELIOT TIEGEL

LOS ANGELES—Capitol's custom service department sells everything from studio space to steam heat. The latter is a little-known commodity but one which brings in about \$3,000 a month for the company.

Capitol's Scranton, Pa., plant "sells" its steam to a neighboring company at \$1.65 per 1,000 pounds. In fact, Scranton has been selling steam for the past 10 years and supplies its customers with more than one million pounds per month, according to Bud Harden, director of custom services.

From an initial entry into studio rentals and record pressing custom jobs, the department has expanded into other areas by:

- Buying the Capitol Hi-Q professional production music library in 1952 for films (industrial, theatrical, educational), using its own music and leading libraries from other sources. The package sells for \$350 and includes 55 records and 110 15

i.p.s. tapes.

- Entering the premium record field in 1959 and scoring with a number of major promotions, including a one million unit LP for a Dinah Shore Chevrolet Christmas promotion.

- Developing the Capitol Production Music Series of music themes in 1963 for broadcasters to use with live commercials or with production spots. Six LP's comprise this series.

- Entering the syndicated radio market earlier this year with a series of hour conversation programs featuring Los Angeles personality Michael Jackson in connection with controversial newsmakers. (The program has since been discontinued.)

Harden, who has been with Capitol since 1948 (starting out as a truck driver at the L.A. plant, moving to shipping clerk, order services manager, sales representative, production manager, department director), oversees a staff of eight.

During the week studios rent for \$35 to \$70, depending

on the time and size of facility. "When Capitol began renting its pressing facilities," Harden says, "the main competition came from Columbia, RCA and a handful of independents. Today, Harden estimates, this number 'must have quadrupled.'"

Most custom pressing clients make about to achieve price discounts. Word Records, a leading religious label, has been serviced by Capitol for 10 years. Tustin, Calif., based volume six of Firestone's "Your Favorite Christmas Music" premium LP. Firestone believes it will sell close to a three million copies (at \$1 a throw), Harden says.

Kapp Will Show January Catalog

NEW YORK — Kapp Records will present January's catalog of distributors and sales representatives at regional meetings after the first of the year.

Sid Schaffer, vice-president of sales, and Hy Grill, executive vice-director, will cover the West Coast and parts of the Midwest. Joe Berger, Kapp's national sales manager, with Gene Armond, national promotion manager, and Norm Leskiewicz, Midwest sales manager, will cover the rest of the Midwest. The East will be covered by Berger, Armond and Vic Chirumbolo, East Coast sales manager.

Hearth a Sparker

NEW YORK—The Charles Dickens classic, "Cricket on the Hearth," now an NBC-TV hour-long color spectacular to be broadcast Dec. 18, is accounting for a number of recordings. Publisher George Plimpton already reported that Jones single of the title song "Don't Give Your Love Away." Ed Ames' version of this tune is included in the RCA Victor soundtrack (featuring Danny Thomas, Ed Ames, Abbe Lane, Marlo Thomas and the Norman Luboff Choir. RCA Victor has also released Danny Thomas' record of "The First Christmas."

Julius Bass is producer and lyricist of "Cricket," with the music by May Maury Laws. Other network TV shows published by Gil-Pincus with recordings and soundtracks include "Tarzan" (ABC-TV) and "King Kong" (ABC-TV).

Klein Drop Label

• Continued from page 3

trate on his two prime U. S. labels, Cameo and Parkway. This week U. S. distributors were informed that C/P is dropping the line.

Elsewhere on the Cameo/Parkway front, the acquisition of Merco, Long Island-based distribution complex, is expected to be announced soon.

'Fats,' Bartholomew, Broadmore Team

CHICAGO — Fats Domino and arranger-producer Dave Bartholomew have teamed up again on the Broadmore label, to be distributed by Dover Records, New Orleans.

Domino and Bartholomew, New Orleans natives, teamed in the past to produce records that have sold more than 50 million copies, many of which were million sellers.

Market Quotations

NAME	As of Noon Thursday, November 30, 1967									
	High	Low	Week's High	Week's Low	Week's Close	Net Change				
Admiral	38	19	352	20 1/2	19	19 1/2	+	1 1/2		
American Broadcasting	102	66 1/2	118	72 1/2	69 1/2	71	-	1 1/2		
Amperex	40 1/2	23 1/2	40 1/2	24	37	34	25 1/2	+	1 1/2	
Audio Devices	30 1/2	20	172	23	20	20 1/2	+	2 1/2		
Automatic Radio	25 1/2	31	300	17 1/2	15 1/2	17 1/2	+	1 1/2		
Automatic Reteller Assoc.	80	51 1/2	123	74 1/2	71 1/2	74	+	2		
Avnet	65 1/2	167 1/2	1623	65 1/2	58 1/2	63 1/2	+	2 1/2		
Cumco Parkway	55	21 1/2	307	40 1/2	31 1/2	37 1/2	+	3 1/2		
Cumco Corp.	28 1/2	19 1/2	244	20 1/2	19 1/2	19 1/2	+	1 1/2		
CBS	76 1/2	47	798	53 1/2	49 1/2	52	+	1 1/2		
Columbia Pic.	56	33 1/2	354	33	48	50 1/2	+	4 1/2		
Consolidated Elec.	57 1/2	35 1/2	47	64 1/2	39 1/2	41 1/2	+	2 1/2		
Disney, Walt	62 1/2	37 1/2	423	62 1/2	55 1/2	61 1/2	+	3 1/2		
East	37 1/2	31	400	31 1/2	44	46 1/2	Unch.			
General Electric	115 1/2	82 1/2	115	106	102 1/2	104 1/2	+	1 1/2		
Gulf & Western	64 1/2	39 1/2	109	54 1/2	52 1/2	53	+	1 1/2		
Hendinco	52 1/2	17 1/2	181	52 1/2	46 1/2	49 1/2	+	3 1/2		
MCA	68 1/2	43 1/2	355	48 1/2	46 1/2	47 1/2	Unch.			
Metromedia	66 1/2	40	636	54 1/2	52	53 1/2	+	1 1/2		
MGM	64 1/2	32 1/2	291	56	51 1/2	51 1/2	+	4 1/2		
JM	93 1/2	75	350	72 1/2	89	91 1/2	+	1 1/2		
Motorola	14 1/2	9	104	12 1/2	12 1/2	12 1/2	+	2		
RCA	65 1/2	42	280 1/2	58	55 1/2	55 1/2	+	3 1/2		
Seaburg	24 1/2	15	343	21 1/2	19 1/2	19 1/2	+	1 1/2		
Trans Amer.	51 1/2	28 1/2	137	51 1/2	46 1/2	50 1/2	+	3		
20th Century	29 1/2	11	806	24 1/2	22 1/2	24	+	1 1/2		
WB	42 1/2	19 1/2	1391	39 1/2	35 1/2	38 1/2	+	2		
WFLA	34	18 1/2	34	19 1/2	19 1/2	19 1/2	+	1 1/2		
Zenith	72 1/2	47 1/2	398	63	59 1/2	59 1/2	+	3 1/2		

OVER THE COUNTER*

NAME	As of Noon Thursday, November 30, 1967									
	High	Low	Week's High	Week's Low	Week's Close	Net Change				
GAC	8 1/2	8 1/4	8 1/4							
ITCC	11 1/2	10 1/4	10 1/4							
Jubilee Ind.	10 1/2	9 1/4	9 1/4							
Leor Inc.	2 1/2	1 1/2	2 1/2							
Mercer Int.	15 1/2	15	15 1/2							
Mills Music	34	33 1/2	34							
Orticonics	6	5 1/2	6							
Pickwick Ind.	3	2 1/2	2 1/2							
Telegraph Ind.	16	14	14							
WV	8 1/2	8 1/4	8 1/4							
National Mercantile	13 1/2	12 1/2	13							

*Over-the-counter prices shown are "bid" (as opposed to "asked"). Neither the bid nor the asked price of quoted securities represents actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation.

The above quotations compiled for Billboard by Merrill Lynch, Pierce, Fenner & Smith, Inc., member of the New York Stock Exchange and all principal stock exchanges.

Stifling of Belux and Product Lead to Language Barriers

NASHVILLE — The language barrier is the principal cause of the failure of the Belux countries to produce songs widely acceptable in the United States, according to Roland Kluger, Brussels-based publisher.

Kluger, manager of Acuff-Rose executives, Kluger attributed the surge of activity to the success attained in the pop field by British artists. He noted that while both France and Italy have grown as popular locally as the Beatles, none of their records has made the U. S. charts. The majority of the Belux peoples speak French, Flemish, Dutch and German.

Despite the language barrier, several widely known songs have come out of Belgium, the Netherlands and Luxembourg. They include "Petite Waltz," "Hawaii Tattoo," and "Manhattan Spiritual," the latter written by an American, but first recorded on the Palette label.

Country music, an exclusive U. S. product, appeals to people of the Belux countries, according to Kluger. Pop hits closely parallel U. S. favorites in sound and general manner of the various governments.

Kluger conferred with Wesley Rose and Bob McCheskey, president and general manager of the parent company.

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BUCK OWENS and Capitol Records present an award to Jack Grossman and Merco Enterprises for Merco's aggressive promotion and merchandising of country music, and outstanding sales of Buck Owens albums." From left are Capitol's sales representative Tony Casserio; Capitol promotion manager Joe Maimone; Irving Freedman, assistant vice president, Merco; Buck Owens, and his manager Jack McFadden.

Nashville Club Comes on With Four-Star Showcase

NEW YORK — There have been many good shows featuring top name talent at the Nashville Club, but last week's show featuring Jim Ed Brown, the team of Kathy Morrison and Bill Wilbourn and house artist Barbara Ray ranks with the best.

RCA Victor's Jim Ed Brown, who topped the bill, sparked an ovation with his smooth, mid-mannered delivery through some 14 numbers, including a medley of the hits made famous by Brown and his two sisters, Maxine and Bonnie (The Browns). With a warm smile and hearty voice Brown led off with an uptempo "Nashville Jubilee" and sailed through "Just a Country Boy" and "Happy

Tracks" with the audience behind him all the way. His rendition of Waylon Jennings' "Love of the Common People" was stirring, evoking strong applause from the highly attentive audience. "Bottle Bottle," his current single, and "Pop a Top," his recent hit, also drew strong rounds of applause.

Preceding Brown on the bill was United Artists' Records' Kathy Morrison and Bill Wilbourn. While the team was new to most of the Nashville Room audience, they made a lasting impression with a lively impressive debut. Displaying a rich voice coupled with excellent stage presence, Wilbourn showed promise for a big score within a short time. Kathy Morrison ably accompanied Wilbourn on such songs as "Sweet Thing" and "Must Have Been Out of Our Minds," but Wilbourn drew most of the honors. His fiddle rendition of "Orange Blossom Special" was superb.

Barbara Ray, the Nashville Room's house performer, is rapidly shaping up as an important plus for the club. Miss Ray has been rather shy in her first few weeks on stage, displaying a weak repertoire. But this week she asserted herself, showing all the signs of a budding star.

HANK FOX

BAEZ TO SPIN TALK ALBUM

NEW YORK—Joan Baez is cutting her first spoken word album. The Vanguard release will have some 40 poems from Walt Whitman to E. E. Cummings, with a musical background composed and conducted by Peter Schickele (P.D.Q. Bach). Miss Baez will recite 30 of the poems and sing 10.

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But WE DID IT!**



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Atlantic 2448

Produced by Tom Dowd and Tommy Cogbill

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- 80 Billboard
- 85 Record World

**...and
going up!**





JEFFREY KATZ of the production team of Super K presents Jamie Lyons, right, lead singer of the Music Explosion, an RIAA gold disk for the group's Laurie Records single "Little Bit O'Soul." Lyons, who also records alone, has a new single on Laurie called "Soul Struttin'."

Monmouth-Evergreen Sets B'way, Big Band Yule Push

NEW YORK — Monmouth-Evergreen Records has prepared a special Christmas push on its LP line of big band and Broadway musical albums. The firm has set up a special discount offer for its monaural and stereo packages that will run through Jan. 8.

The Broadway musical package retailing at \$16 comprises a total of five records, with two of the three albums offered containing two LP's each. Included are "Through the Years With Vincent Youmans" and "Alone Together," featuring the music of Arthur Schwartz and Howard Dietz. Each album contains 36 songs sung by four singers. Brochures are included which detail the history of the shows and the songs. Completing the Broadway package is "The Legendary Libby Holman."

The three albums comprising

the label's big band package retail at \$10. These are "Twelve Isham Jones Evergreens," with the Rusty Drorick Orchestra offering 12 standards by composer-band leader Isham Jones; "Snowfall — A Memory of Claude," includes previously unissued disks by the Claude Thornhill orchestra, and "Jazz Journey," featuring Rusty Drorick and a 10-man band that features Uri Green, Don Lammond and Teddy Charles.

All the albums involved in the Christmas drive are also available individually.

Elektra to Spin 80% From Coast

• Continued from page 3

said, while such expansion in New York would be quite difficult.

Sunset Sound Service, which Elektra had been using for West Coast recordings, will still be used from time to time, Holzman said. He added that the Sunset facilities are excellent, but that the scope of the Elektra operation is such and new studios were mandatory.

First artist to record in the new studios will be Judy Collins, who is New York-based and who normally records here.

Holzman to Direct
Holzman will spend considerable time on the Coast directing the sessions. He explained that in New York the pressure of running the record company often takes the edge off the creative effort. In Hollywood, he can concentrate on producing the record. Another factor involved in the Coast facility, of course, is the presence of the Doors, Elektra's hot pop group.

Chess Expands: Soundsheets Aid B'way Cast LP's

• Continued from page 1

ceived what he calls a "Gos-Pop" sound, and points to wider exposure for such groups as the Soul Stirrers, Violinaires and larger choral acts like the Harold Smith Majestics.

Producer of Rotary Connection is Marshall Chess, who originated the new label and who has surrounded himself with a staff of young engineers and arrangers. These include Charles Stephany, an arranger with considerable background in classical music; Malo, and two other engineers, Doug Brand and Bill Bradley. Another engineer, Bryce Robinson, also performs as a guitarist on the album.

Rotary Connection, a seven-piece group is described by Chess as "a concept, rather than a group." A 20-piece orchestra on the LP called "Rotary Connection," many new electronic engineering techniques, six months of planning and 150 hours of studio time went into the package's creation, Chess said.

The tight-tune set will be in the "underground" genre, where Chess has been promoting much of its product for over two years. The tunes are a "Gos-Pop" version of "Amen." Bob Dylan's "Like a Rolling Stone," two Rolling Stones songs, a Lovin' Spoonful tune, two originals and a rhythm and blues number. A ninth track is used to recapitulate the story theme.

The single will be the Dylan song backed with

Soundsheets Aid B'way Cast LP's

• Continued from page 1

In addition to pitching the purchase of the complete original cast album at a retail shop, a notice that the "soundsheet" is included in the souvenir program is noted on the cover. The souvenir programs sell for \$1.25 each.

The "soundsheets" of "Cabaret" were initially manufactured by Eva-Tone, firm based in Deerfield, Ill., but Efron, who has offices in midtown New York, is not committed to any one manufacturer. There are some 20 record companies, he says, which can produce the "soundsheets" of their own original cast albums.

Spoken Word Next

As his "soundsheet" program develops, Efron plans to take it a step further into the spoken word field. If there are no cast albums of straight plays, he plans to record the actors himself in excerpts of the record for use as a "soundsheet" in his souvenir theater program.

one of the original tunes, "Turn Me On." Both will be pared to three minutes.

While the LP utilizes such studio creations as the sound of a Chinese gong recorded in reverse, Chess feels the group can re-create its LP on a 10-city tour. "We have the orchestra, so it is no problem. And concert will allow us to use psychedelic effects and even smells."

J. Marks Yule-Tune Pitching

NEW YORK — The oncoming Christmas season finds Johnny Marks, head of St. Nicholas Music, promoting his four Christmas standards, "Rudolph the Red-Nosed Reindeer," "I Heard the Bells on Christmas Day," "Rockin' Around the Christmas Tree" and "A Holly Holly Christmas." The "Rudolph" color spectacular with Burl Ives and score by Marks is set for its fourth annual showing Friday, Dec. 8, 7:30-8:30 p.m. on NBC, presented by General Electric.

"Rudolph," since 1949, has sold more than 51 million records in the U.S., 24 million overseas and over 3,900,000 copies of sheet music. The Geoe Autry disk, first recording of the song, has sold more than 6 million and is the all-time best seller on Columbia. In total there have been more than 350 records of the song, and it has been published in 115 arrangements with more than 5 million copies. This year, there are 15 new recordings. It has been a smash overseas, with the TV spectacular running in various countries.

"I Heard the Bells on Christmas Day," first done by Bing Crosby on Decca in 1956;

"Rockin' Around the Christmas Tree," a hit for Brenda Lee in 1960 and "A Holly Holly Christmas," a hit for Burl Ives in 1963, have sold millions of records.

Marks has written the music for the GE commercials for the past three years; and one has won the Gold Medal Award of the 1967 International Film & TV Festival in New York. The TV special, "Ballad of Smokey the Bear," with score by Marks, which was in the Nielsen top 10 last year, will run again in May 1968.

Wonderland in Golden's Fold

NEW YORK — Golden Records has bought Wonderland Records, another children's line, from the bankrupt Riverside label. Riverside had been owned by Orpheum Productions.

The amount of money for the deal was not disclosed. Golden bought the entire catalog of 87 records and picked up the artist contracts for many of the label's performers. Golden plans to re-release the Wonderland catalog in gradual steps, with some 25 records being issued in January. All of the releases, to be marketed under the Golden-

DONOVAN HITS DRUGS IN NEW EPIC PACKAGE

NEW YORK—Donovan has come up with an aoudrigh pitch in his new Epic album, "A Gift From a Flower to a Garden." In the package, which is a boxed set, Donovan has written a poetic dedication titled "Oh, What a Dawn Youth is Rising to," containing the following plea: "I call upon every youth to stop the use of all drugs and banish them into the dark and dismal places. For they are crippling our blessed growth."

In a note that accompanied the release of his current Epic single, "Wear Your Love Like Heaven," Donovan described the song as a "directional poem, that is, suggesting to youth a direction for their new found flower power and love! A direction of constructive thought on a foundation of strength. . . without the strain of false-God Drug."

Wonderland catalog label, will feature new art work.

Some of the artists on the Wonderland label are Cyril Richard, Alex Templeton, Martyn Green and Fiona Bentley.

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Capitol Vows 'No Dumping'

• Continued from page 1

progress in phases toward the ultimate goal of stereo only." The label will continue to release select LP's in both monoaural and stereo, with the number of new monoaural titles declining. Teen product would receive the monoaural treatment as opposed to merchandise with a more adult appeal, since there is considerable use of monoaural phonograph equipment among the young set.

Additionally, catalog LP's in monoaural will continue to be offered, although as Gortikov explained: "If the demand slows down to a minor movement, manufacturing would be effected. Gortikov wouldn't predict when both catalog and new releases will be completely in stereo only."

Emphasizing that while the company's ultimate long range objective is stereo-only releases, Gortikov noted that CRDC's present prices and discounts will continue indefinitely.

Another Step

The company is also taking the major step come Feb. 1 of converting its radio programming subscriber services to exclusive stereo albums. Radio stations will henceforth receive stereo copies, both through the payment subscription service and through free promotional copies supplied by CRDC's field personnel.

Capitol has no plans for re-releasing stereo singles, according to Gortikov because "there is no appreciable sales demand" for this form of product.

NARM Meets to Go CARtridge

• Continued from page 1

the association's president, J. A. (Sach) Rubinstein (Caletron, San Francisco); Jim LeVits (Car Tapes, Inc., Chicago); Ed Mason (Record Rack Service, Los Angeles); John Billinis (Billinis Distributing, Salt Lake City); Cecil Steen (Recordwag-on, Woburn, Mass.).

The committee will map plans for the tape convention. According to Malamud, the September tape convention will concentrate on the tape industry covering the various facets of the CARtridge field and approved tape business. The convention will feature NARM's traditional person - to - person meetings during which the manufacturer has an opportunity to unveil his wares to the wholesaler. The tape convention also will include workshops and panel discussions devoted to the tape business.

Malamud said that NARM's usual midyear record meetings will be eliminated to make way for the tape convention. However, it is likely that a portion of the September session will be devoted to the record business.

According to Malamud, NARM's board favored the tape convention in view of the fact that a number of the association's present members are actively engaged in the wholesaling of cartridge product.

NARM's March convention to be held at Hollywood, Fla., will be devoted to all recorded products. While basically it will deal in depth with the record industry, some of the sessions will treat tape. He said NARM will invite various non-members active in the tape field to attend the March sessions as

guests of the association, and that the tape committee will seek their counsel in laying the groundwork for the Chicago tape conclave.

Schoenbaum Hits Jazzmen On Their 'Short-Sidedness'

NEW YORK — Because of short-sighted attitudes, "many jazz artists are losing the very audience that could save them," said Jerry Schoenbaum, head of Verve Records.

"There are some artists who

Gross, 'Tenderly' Composer, Dead

LOS ANGELES — Walter Gross, pianist and composer who wrote "Tenderly," died Nov. 27 in St Joseph's Hospital here. He was 58 years old.

"Tenderly," his most famous song, had the unusual distinction of becoming a standard without ever having been a hit. Some of his other compositions are "You're Love," "To Be Worth of You," "Just a Moon Ago," "How I Remember You" and "Mexican Moon."

Gross, who was a child prodigy and played his first piano recital at the age of 10, played piano in concert and on radio broadcasts with the Paul Whiteman, Andre Kostelanetz and Tommy Dorsey orchestras. He was also music director for CBS and for Gordon MacRae, Sarah Vaughan, Mel Tormé, Frank Sinatra and Buddy Clark.

Malamud indicated that NARM's staff will be expanded as its tape wing grows to handle the increased needs of the industry.

are going where the kids are—the Fillmore in San Francisco, the Eagle Ballroom in Seattle, the Whiskey au Go Go in Los Angeles," he said. But most are limiting themselves to a diminishing number of jazz clubs.

"It's true that a major jazz artist can keep himself busy at good pay in these jazz clubs, he said... and it's for this reason that most jazz artists won't consider the smaller amount of money that teen and young adult locations could pay. But jazz sales have been dropping in general, and Schoenbaum felt that this type of short-sighted attitude was one of the reasons.

Some of the jazz performers who are looking ahead and making it a point to play at places like the Fillmore include Charles Lloyd and John Handy. There is very little radio exposure for the jazz artist today, he said, "therefore, jazz performers must go where young people go. They may even have to diffuse their music to make it more commercial, in order to develop an audience." Many artists have done this, and scored well. He pointed out that many rock groups like the Blues Project lean heavily on jazz in their records and that it certainly wouldn't be a sin for jazz performers to borrow from the rock field.

CARY GRANT'S RECORD DEBUT

NEW YORK—Cary Grant is making his debut on records with a single designed for a Christmas push. He has recorded "Christmas Lullaby" back with "Here to You" on the Columbia label.

"Christmas Lullaby," a narrative, was written by Peggy Lee in collaboration with Cy Coleman. "Here to You," a New Year's toast, was written by Peggy Lee and Dick Hazard.

2 Cowsill Bros. Inked by Stogel

NEW YORK — Bill and Bob Cowsill have been signed by Leonard Stogel, their personal manager, as producers for Stogel's production firm, Lauren Music, Inc., and for his label, Gregg Yale Productions.

The Cowsill brothers will produce the title song for the MGM movie, "The Impossible Years," starring David Niven, and will sing on the track as well. They are currently producing the Soundtracks for Stogel, formerly the Echoes, best known for their single, "Baby Blue."

In addition, the brothers have been signed to write for Stogel's publishing firm, Akabstul Music.

Hi Fi Attendance

LOS ANGELES—A total of 18,713 dealers and fans attended the four-day Institute of High Fidelity Show here in November, the Institute announced last week. This was a slight increase over last year's show, which was held over five days.

Release #36—available 4 December, 1967

ARC

ARC-612 GELLA ON STRINGS OF BLUE-Della Rees

ARMOLITE

ARM-1022 LIGHTNING WOMENS WITH HIS BROTHERS JOEL AND JOHN HENRY AND WITH BARBARA DAVE

ART

ART-46 THE WILD AND MILD SIOES OF WOODY MARTENS

CAPITOL

CL-2683 INVITATION TO BROADWAY-Matt Monro
CL-2758 THE LETTERMIND... AND "LIVE"
CL-2762 NOW IS THE TIME FOR HEARTS AND FLOWERS
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From The Music Capitals of the World

BARCELONA

Vergara Records has signed **Sany Castellan** (ex-Marcel) **Los de la Torre** (ex-Belter) and **Los Gendones del Sur** (ex-Tempo). . . . **Michel, Lou Stog**, **Los Gendones**, **Faustina Rico** (Belter), and **Peret** (Vergara) are among a group of Spanish artists touring Germany, Switzerland and Belgium with a show aimed principally at Spanish residents in these countries. . . . **Elk Tres Tambors** have finished their first LP for Belter. . . . **Discothon** has released an album of **Little Richard** recorded live at the Olek Club, Hollywood. . . . **El Duo Diamante** (Vergara) went to Italy Monday (27) after finishing their contract with Odeon. They will record their own compositions in the Durium studios, Milan.

Discothon is releasing the **Johnny Mathis** album, **Johnny's Greatest Hits**. . . . "En Aranjuez con tu amor," by **Joaquin Rodrigo** has been recorded in Spanish by **Michel** (Belter) and in Catalan by **Salome** (Belter). . . . **Ediga** gave a special cocktail party at the Jamboree Club, Barcelona, to launch the first LP by **Francesca Pi de la Serra**. . . . Belter protest singers **Nino Sanchez**, **Lourdes Triunfo** and **Elk Tres Tambors** have recorded an EP of Christmas songs. . . . **Peret** has left **Discothon** to sign with **Vergara**. First record for the new label is "Una tagirina" (A Year). . . . **Discothon** has launched the first Spanish releases of **Carl Douglas** and the **Feathers**. **KAPAL REVERT**

CHICAGO

Minster Kelly's and the **Carnegie Theater**, Rush Street neighbors, have introduced a \$5.95 dinner-show package. . . . A Chicago music tradition, the **WGN Radio Bara Dance**, ends with the broadcast of Jan. 6 because sports preempt the program too frequently. . . . At a luncheon Monday (4) the seventh annual awards presentation of the **American College of Radio Arts, Crafts & Sciences** will be held. . . . **Anita Bryant**, the **Glamy Tui Review** and the **Varsity Group** entertained the **International Association of Amusement Parks** members here last week. . . . **Gerry Mulligan** performed with the **Chicago Jazz Ensemble** in a **WTTW** presentation Nov. 28. . . . **Rufus Lemley** opened at the **Chicago Playbox Club** last week and the **Ramsey Lewis Trio** played a one-nighter there Nov. 27. . . . **Jimmy Beffa** and the **Ambassadors** are currently at the **Pussycat** on Rush St. . . . **Lynn Hollings** has been promoted to **adr vice-president** at **Pink Cloud Records**. . . . **Jay and the Techniques** and the **Beckingshams** are being followed into the **Cheetah** by **Nell Diamond** on Dec. 15, 16. . . . **Diome Warwick** closes at **Mira Kelly's** Dec. 10 to be followed by **Maxine Brown** Dec. 11. . . . **IN THE STUDIOS** At **RCA** **Clifton Clarence Burke** produced **The Stair Steps** for **Kama Sutra**, the **Harry Simons** Chorus was in for a **Firestone Session** and **John Lee Hooker** worked with **Al Smith** for **ABC**; at **Universal**, **Larry Sims** handled a session with **Out Leaville**, who is back on **Mercury**; **Bill Traut** brought in the **American Breed** for work on an **Acta LP** and single and will bring the **Shags** in for **Capitol** this week. . . . **Ken** (The **Voices** **Nordine** is coming out with another **Philips LP**, "I think," this month. . . . Well-known Chicago musician **Al Williams** died of a stroke Nov. 10. . . . According to her press agent, **Miss Barbara Cook** "lived and talked" with students at the U. of C. Nov. 17 through Nov. 22. . . . Local publicist **Eva Dolan** is now a columnist for **Psyche** magazine, a local fan magazine. . . . Chicago is awakening to its own **The New Colony Six** "Treat Her Groovy" on **Mercury** rapidly hit 40,000 and kept on going. **WCFL's** **Dick Blund** is researching the problem, with the help of listeners, of where to set a star when there is a star to be set. . . . In the Triangle fall-winter

concert series, **Chad Mitchell** will appear in **Orchestra Hall** on Dec. 30. **RAY BRACK**

CLEVELAND

Guitarist-actor **Theodore Bikel** kidded the Russians but also wove

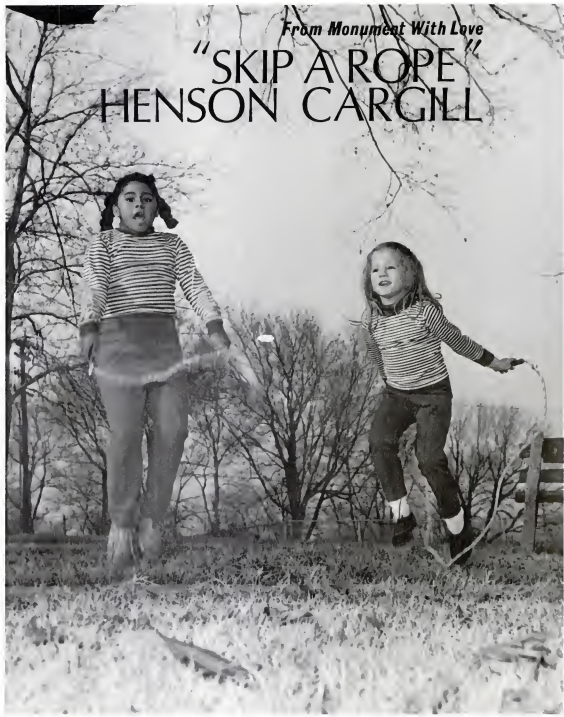
Scottish, Oriental and hillbilly accents into his well-attended show Nov. 23 in **Public Music Hall**. . . . **Radio Station WHK** and **Belkin Productions** were co-sponsors. . . . **Columbia** stars the **Beckingshams** highlighted a Nov. 26 concert at the college-only club, the **Agora Beta**, followed by the **Penny Arcade**, the **Cyrus Erie** and the **Originals**. . . . **Tears** are getting into the act, too. The **Orange High School** students booked the **Smash** artists **Left Bank** for a psychedelic light show and dance Dec. 2, along with the **Penny Arcade** and the **Case of E. T. Hooley**.

Motown's Temptations played a one-nighter here Friday (8), emceed by **WHK**, at **Public Music Hall**. . . . **Otis Redding** and the **Bar-Kays** play at newly decorated **Leo's Casino** Saturday (9). **Stevie Wonder** Dec. 14-17. . . . **Folk singer Judy Collins** is due at **Public Music Hall** Dec. 15. . . . Two new **Hullavall** open this month in suburban **Brunswick** and **Chesterland**. **JANE SCOTT**

HELSINKI

PSO is promoting a special release of children's records for Christmas, five LP's, six EP's and

12 singles grouped under the general title "The Best of Children's Songs." Also **PSO** has reassued for Christmas "Sainna Korhunka" ("The Sick Teddy Bear") and "Tinauonien Marssi" ("The March of the Tin Boys") sung and composed by **Georg Malmsten**. . . . **Anki** (Top Voice) has recorded a Finnish version of "Suspicion on Your Mind" ("Eupulouisuus"). **Ches-Goran Hederstrom** has recorded "Den Sista Visan," a Swedish version of "The Last Waltz" for **RCA Victor**, release here through **Discothon**. . . . **PSO** has produced an album of 12 songs by **(Continued on page 79)**



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Musical Instruments

Gretsch-Night Is Unlimited Drums

By RAY BRACK

CHICAGO — Prudential's lakefront skyscraper rests on North America's most massive rock layer—fortunately. For it was in that tower's auditorium that last Monday night the Fred Gretsch Co., co-operating with Bill Crowden's Drums Unlimited, loosed the unlimited drums of Max Roach, Tony Williams, Don Lamond and Harold Jones.

The event was the first "Gretsch-Night" in the Midwest. Gretsch has made the "nights" perennial events since the first was held at Bridland in 1958 to celebrate the firm's 75th anniversary. The first and one subsequent night were recorded

by Roulette for LP's.

"We've had most of the country's top drummers over the years," said Gretsch's Phil Grant, chief organizer of the clinic here.

To an auditorium full of present, student and would-be drummers — potential Drums Unlimited customers all—Roach, Williams, Lamond and Jones alternated on the Gretsch "Progressive Jazz" model (\$500) with Bunky Green on alto, Stu Katz on piano, Cleveland Eaton on bass, John Watson on trombone and Joe Diorio on guitar. Each percussionist did solo exercises and then a couple numbers with

the combo. Some of the kids were asked to sit in.

Chicago percussion retailers are a particularly aggressive breed, and Crowden is a pacesetter. He's retained a public relations firm and got excellent press for the "Gretsch-Night." During recent weeks the firm has placed Drums Unlimited features of substantial length in the Chicago Tribune and Chicago Sun-Times.

Announcements of the clinic went out to Drums Unlimited's 4,000-name mailing list. Tickets sold for \$2 and they were perforated so that half could be ripped off and deposited for a drawing. Gretsch gave away a Rock 'n' Roll set worth around \$630 and Drums Unlimited gave away a drum cymbal and free lessons with Harold Jones.

In return, reported Crowden's wife Judy, Drums Unlimited got several hundred great new names and addresses for its mailing list.



"GRETSCH-NIGHT CHICAGO" stars, from left, Max Roach, Tony Williams, Harold Jones and Don Lamond.

SHEET MUSIC

Taking Care of Your Back-Order Business

Third article in a series.

CHICAGO—One of the first steps in improving your sheet music business is setting up a system for handling back orders.

The trade relations committee of the Music Publisher's Association of the U. S. suggests that an elaborate system might work but it is not the best idea. Whatever system you adopt should be simple.

One system the committee suggests is to keep two back-order books marked "A" and "B." Two books are needed because while one is being used by the sales personnel in the front of the store, the other book can be used by the order clerk in the back room. The type of book suggested is the large note type of ledger book. Board covers are best.

On Music

In each book the name and address of the customer and items ordered are listed under the day's date. In the right-hand

column beside each order the clerk should list the publisher's name and the date ordered. When the order blank is filled out the page number of the back-order book can be used as the back order number. Include in your order to the publisher the request that he place this number, as is customary, in the upper left-hand corner of the music.

When the music arrives, the clerk need simply check the number in the upper left-hand corner of the music, refer to the page number in the back-order book, find the order with the name and the address of the customer, and deliver the music or notify the customer that it has arrived.

Reference

When orders are sent to the publishers, the person handling this task should fill out a card with the name and address of each customer to put in the nucleus for a mailing list and provide a quick reference in case the customer calls to check on the progress of his order. To make the mailing list function even more effective, the upper right-hand corner of each card can be coded to indicate the type of music the customer ordered.

If a customer calls about his order, the clerk need merely check the box of alphabetized list of each customer to find the page number in the back-order book.

A variation of this back-order system are to have a special order form printed and original being sent to the publishers and duplicates kept by the dealer. Each order is coded in the upper right-hand corner with the first two letters of the customer's last name. Publishers are asked to key the music in the same manner. All the forms are filed in alphabetical order and may be held for reference and mailing list purposes.

Another variation is to use numbered forms filled out in triplicate. The original is filed by the dealer until the music arrives. The second copy becomes the purchase order which goes to the publisher without the customer information at the top of it. And the third copy is filed numerically so that when a customer inquires about a back order—always by number—it may be located by number. The publisher's order and the purchase order number on the left corner of the music.

A REVOLUTION

Here Come The Amplified Raiders

CHICAGO—Paul Revere and the Raiders are coming off a revolutionary, all-amplified tour of the South. The Columbia act is reportedly the first major group to be completely amplified, all sidemen included.

The Raiders have been touring Texas, Arkansas, Louisiana, Florida, Georgia, Alabama and Kentucky. They are outfitted with Vox guitars and amps and a supporting group, Flash and the Board of Directors, is equipped with Vox Amphiphonic equipment for both brass and woodwind instruments in addition to guitars. The equipment

being used is that which Vox introduced last summer at the Music Show here.

Revere lead singer Mark Lindsey has been sitting in with the supporting group on Amphiphonic sax now and then during the tour. The other Revere members have been using Vox Beate De luxe amps and guitars.

Rehearsed

During the tour, the groups have been using such Vox special effects instruments as the Wah-Wah Pedal, Stereo Multi Voice and Ultrasonic Guitars. They rehearsed extensively at the Vox Sound Laboratory in Hollywood before departing on

pop music's first all-amplified tour.

Basic to the Vox Amphiphonic equipment is a Music Desk—actually a functional music stand which houses both amplifier and speaker. Each player has his own Music Desk and thus retains an individual voice in the ensemble.

Stop on the tour: Austin, Tex.; Fort Worth, Tex.; Little Rock, Ark.; Baton Rouge, La.; Panama City, Fla.; Orlando, Fla.; Daytona Beach, Fla.; St. Petersburg, Fla.; Miami Beach, Fla.; Fort Lauderdale, Fla.; Pensacola, Fla.; Macon, Ga.; Montgomery, Ala.; Birmingham, Ala., and Louisville, Ky.

Members of Flash and the Board of Directors, a Memphis group, are Mark Tidwell, guitar; Mike Stokes, bass; Howard Grimes, drums; David Friener, organ; Newell Tuggle, tenor sax; Bill Slat, baritone sax, and Ted Garretson, trumpet.

The consumer at large will get its first good look at Paul Revere and the Raiders and their total amplification early in 1968. The group will be a regular on a new television show called "Happening '68" which will debut early in the year.

Minneapolis Sitar Concerts Stimulate Dealer Attention

By KEN BERGLUND

MINNEAPOLIS—The sitar, the poly-stringed instrument from India which was popularized in the western world by the Beatles, is starting to establish itself in Minneapolis.

This has been noted by a number of local musical authorities who point out that Nikhil Banerjee, one of India's most respected sitarists, played a concert during November at the University of Minnesota, and Ravi Shankar, equally respected on the instrument, is scheduled to play at the Guthrie Theater in January.

Schmitt Music Co. has two of the instruments, which are made made in India, on consignment. The B Sharp Music Store sold a half dozen when the Beatles first started using them. The Posh Music Store is expecting a shipment of 30 sitars from India in the near future. The shipment was delayed because of the recent dock strike in New York.

The leading exponent of the sitar in Minneapolis thus far seems to be Toy Glover. One of the harmonica-playing members of the Koerner-Glover-Ray Blues group that made several

nationally distributed records several years ago.

Indian sitar music is not folk music, says Glover. "It is the classical music of India. There is improvising in it but you've got to think of it as the kind of improvising a radical musician rather than a jazz musician would do."

The use of the sitar by a growing number of California rock and roll bands has not bothered the serious sitarist as much as might be expected. "In a way they are upset," said Glover, "but in a way they're not. They don't even consider it to be Indian music."

A number of pop and serious sitar recordings are out. Most of the serious performances have been recorded by Shankar for World Pacific. Decca has released an LP of pop amplified sitar, Mercury has an LP out by a well-known London sitarist and Verve Forecast has just released an album of sitar music featuring West Coast artist Rickie Lee Jones.

Sitars have been in U. S. distribution since last summer's Music Show in Chicago, when Danelectro showed an amplified model and David Wester distributors showed two models.

New T&G Book

CHICAGO — A 468-page catalog for 1968 has been issued by Targ & Dinner, Inc. The book, much of it in full color, is the largest issued in the history of the firm. It lists every type of musical instrument in use today.

All items are carried in stock at the Chicago headquarters, 2451 North Sacramento Avenue, Chicago 60647 or at the Texas branch, Maxwell Meyers, Inc., 23 East Houston Street, San Antonio 78205.

K. C. Clinics

KANSAS CITY, Mo. — Booth Music Co. sponsored two trombone clinics here Nov. 16, featuring artist George Roberts. The first session was at Gardner High School in suburban Gardner, Kan., and a night session was held at Grandview High School in the suburb of Grandview, Mo.

Meet Manitas

PITTSBURGH—Manitas de Plata, well-known flamenco guitarist and recording artist, appeared at the music department of Carnegie Hall Nov. 12 to play flamenco guitar. He was in town for a concert at Carnegie Music Hall.

Trestman Expands

MINNEAPOLIS — Trestman Music Center here has expanded its lines, service, facilities and teaching programs. The store was five years old last month and marked its birthday and enlargement with a week-long celebration.

Brands handled by the store are Ludwig, Epiphone, Gibson, Goya, Framus, Harmony, Kimball, Conn, Arley, Buescher, Roth, Apollo, Rheem, Kalamazoo, Standel, Magnatone and Ampeg.

Fender Moving

NASHVILLE—Fender Musical Instruments has moved into the new Fender Building at 722 17th Avenue South here. A grand opening will be staged in February of 1968.

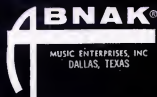
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Don't Take 'Sing' Out of Songs, Manning Asks B'way Composers

NEW YORK — Dick Manning, pop songwriter who is branching into the Broadway musical field, is one of the champions for a "new sound" in show scores but, he feels, it has to be a melodic one, as well.

Manning, currently audition-

ing "Senior Congressman," a musical he wrote with the late Al Hoffman, recalls that in the heyday of the Broadway musical it was considered essential for a musical to contain a minimum of three songs, and there was no question about what could be called a hit. "It was," he says, "a song that people would hum or whistle when they left the theater; that they remembered when they got home; that they liked to dance to; that they bought copies and records of."

In recent years, he adds, too many productions came to

Broadway with plenty of integration between story and song, but with very little integration between music and melody. Manning claims that the customers began to grumble, the out-of-townagers grew restless, and the music publishers began to feel the lack of public acceptance for show scores.

Exceptions Cited

There have been exceptions, he adds, such as "My Fair Lady," "Carousel" and "Oklahoma!" and such current shows with hummable tunes as "Fiddler on the Roof" and "Hello, Dolly!" "Musicals," Manning points out, "were beginning to recapture the old-time glamour without relinquishing integration between story and music and the great plus of three or four solid, singable, hummable and stable songs."

"But now," says Manning, "just when it seemed that musicals were back on the track, so-called experts began talking about a 'new sound.' Let's be influenced by the best that the young musicians of today are writing. Let's present it on stage and in films, but this time, let's not by-pass melody. Let's not take the 'sing' out of songs. Orchestrate as inventively as you can but don't lose the melody!"

In addition to preparing "Senior Congressman" for Broadway, Manning also has two other musicals, "Little World, Hello," and "The Framm's" in the works. Manning worked solo on the score for both these musicals.

Among his pop credits are the lyrics to "Fascination," and with Al Hoffman he wrote "Hawking the Wedding Song," "Hot Digit," "Papa Loves Mambo" and "Takes Two to Tango."

Mancini & the Washington Symphony Jell in Bill at Hall

NEW YORK — Henry Mancini scored a big success conducting the Washington National Symphony at Philharmonic Hall on Nov. 26. Conducting a program of pop and film music, the RCA Victor artist, who arranged all the music played, was at his best in several medleys, including a medley of three of his most popular compositions, "Days of Wine and Roses," "Charade," and "Moon River," which concluded the program. There also was one encore, "The Stripper," a number played earlier.

The other three medleys all were from his latest Victor al-

bum, "Encore": a group of foreign film themes, a group of Hollywood themes, and a Lennon-McCartney medley. Trumpeter Bud Brisboise, a former member of the Stan Kenton orchestra, flashed excellent high-trumpet virtuosity in several selections, including Mancini's "Theme From 'Peter Gunn'." Other instruments shined in other selections. Mancini himself took to the piano several times, including the closing medley. The program, which was played twice Sunday afternoon, also was performed the preceding day in Washington.

FRED KIRBY

Hirt Plays Like Devil — With 'Saints' Added

NEW YORK — Although Al Hirt laughed off the classic "When the Saints Go Marchin' In" Nov. 24 at the Riverboat, his performance was indeed enthralling. Hirt is a master of the trumpet. His inflections border on pure jazz, yet he sits astride a melodic pattern that is purely com-

mical, to wit: "Honey in the Horn" and "Java," two of his hits that were enthusiastically received.

Hirt started out with "Begin the Beguine," then went into a slow, danceable "I Can't Get Started With You" that built to a non-danceable, improvisational jazz ending.

Hirt plays sensational trumpet and Peeewe Russell is noted as a clarinet player. What was surprising, however, was that each member of the five-man group was also outstanding. The drummer especially shone on "The Happening." Probably the highlight of his show, however, was a new tune called "Honey Pot" from Hirt's newest RCA Victor album—"Soul in the Horn."

Then came "Ode to Billie Joe" with just a splash of improvisation to give the tune new appeal. Hirt wrapped up the show with "Saints," remarking that it was "our most-requested tune and we try to find different ways of doing it."

CLAUDE HALL

De Plata's Flamenco Guitar Weaves a Spell at Concert

NEW YORK — Some 1,700 New Yorkers feasted on a musical Thanksgiving evening (23) as Manitas de Plata, recently signed to CBS Records, spun his flamenco guitar music throughout Carnegie Hall.

This concert was de Plata's

third in as many years at the Hall, but the first in which he was accompanied by his brother, Hippolyte Ballard, and his son Manero Ballard. Jose Reyes, his cousin, has accompanied him before.

The addition of Hippolyte Ballard was frosting on an already perfect cake. Ballard's adroitness on the guitar plus his vocal ability scored strongly with the audience, many of Spanish and French origin. The final curtain dropped after eight curtain calls and three encores.

From his first note, de Plata could do no wrong. He selected in several flamenco forms and was joined by his ensemble in others. He displayed the craftsmanship of a masterful performer with his nimble dexterity and precision.

The singing of Reyes and de Plata, so, unfortunately, were the only flaws in the performance. None of the performers used microphones in the third seal of the show. The high-pitched voices of the two came across strained and weak. Nevertheless, it was a thrilling evening of Spanish gypsy flamenco, excitingly and skillfully presented.

HANK FOX



Jonah Jones' haunting sound goes South American in his newest release: "Jonah Jones & His Latin Rhythm" (Decca DL 4918M; DL 74918S). It's a selection sure to please both Latin and Jazz fans. The cool melodic sound of "Yellow Days" is balanced by the more rhythmic "Eddie's Blues" and "Lamento Boricano." "Jonah's Pachanga" features Jonah's special trumpet sound—rich mellow—the kind of jazz that happens only on an Olds. (Advertisement)

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BOOK REVIEW

ABC's for College Promoter

NEW YORK — Many problems facing the college concert promoter are answered by Kenneth Kragen and Kenneth Fritz in "Successful College Concerts" (a Billboard Book; \$4.95). Both Kragen and Fritz, who are successful persons in music now with the Smothers Brothers heading their stable of artists, know whereof they speak. Both have been deeply involved in the college concert scene during their undergraduate and post-graduate days, and both have produced successful concerts so they are worth listening to.

Although the book runs only 87 pages, they cover all the ground necessary in crisp, lucid terms. They touch on the planning of the show, advertising, publicity, and staging, among other details that go into the makings of a successful concert.

Also included are a list of U. S. booking agents and samples of tickets and an appendix of the show business network needed to make a concert pay off.

This is a text book that should be required reading for all collegians with show business leanings.

MIKE GROSS

Campus Dates

Stan Kenton will again direct the 8th annual Intercollegiate Jazz Festival to be held at Villanova Feb. 22-24.

Ferrante and Teicher presented two SKO concerts at Indiana University Nov. 25.

Pete Fountain played to capacity at Southern Methodist University's McFarlin Auditorium Nov. 10.

Twenty-three schools from the Association of College Unions are new members of the Bennett-Whitcomb Coffee House Circuit.

The Pair Extrordinaire, Liberty

group, appear at the University of Wisconsin Saturday (9).

Al Madison has been booked on the college circuit in the East with his new group, the Baccalaureate Band, designed especially for school and college groups.

Elektra's Judy Collins played to a sold-out house at Wilmington (Ohio) College Nov. 12.

Dave Brubeck will appear at Oberlin College, Westerville, Ohio, Dec. 14.

The Fifth Dimension play at Oberlin Institute, Potsdam, N. Y., Saturday (9).

Tower's Ray Plays New Talent Trip

NEW YORK — Eddie Ray, Tower Records artist & repertoire chief, has scheduled a trip to Boston, New York and Memphis to audition groups and meet with various agents, managers and producers in search of new talent.

Sammy Vargas, Tower's East Coast a&rp representative, is accompanying Ray to Boston.

Cowsills' Mini-Film

LOS ANGELES—The Cowsills did a three-minute film at Griffith Park, here for use on British TV. The tape's release will be part of the promotion for "The Rain, the Park and Other Things," the group's first MGM single.

Mixing the Right Ingredients

Following is the second in a series of profiles by arranger-producer Garry Sherman on studio techniques.

NEW YORK — The most curious problems arise after a recording date, says Sherman, and they usually aren't discovered until starting the "mix." Sherman warns that if you don't hear an instrument at the original session, you won't get it in the "mix."

TALENT REVIEW

Elegant Ella Does It Again -Rocks Philharmonic Hall

NEW YORK — "Great Performers at Philharmonic Hall" sounds a bit pretentious as a title for a concert series, but an understatement when Ella Fitzgerald performs.

Most of the material on the program has been performed many times on albums by Miss Fitzgerald over the last two decades. But her spontaneous treatment of such standards as "Satin Doll," "I'm Beginning to See the Light" and "Foggy Day in London Town," with a few topical changes in the lyrics and some variations on the Fitzgerald style, make them sound as fresh as tomorrow.

Miss Fitzgerald did deal with contemporary material, such as "Goin' Out of My Mind" and "Sonny" was superb, and she selected these numbers to show that "there's still material being written which will play 10 years from now." "The Ode to Billie Joe" was her matter. Miss Fitzgerald performed a syncretized version of the Bobbie Gentry hit, "Faded" lyrics, and shook her head as when it was all over.

The audience at Philharmonic Hall Wednesday night (22), filled every seat and poured over onto the stage. And they loved every minute.

Miss Fitzgerald, who now records for Capitol, never ceases to amaze. Whether she's doing

"This doesn't mean," he says, "that each instrument must come blasting out when you listen to the playback on the original session, but you should hear every instrument. Then, when you get to the 'mix' it is possible to take an instrument that seems buried, and bring it to the foreground. This is done through a process called equalization."

"We equalize a sound by either boosting or attenuating

(thinning, holding back) a particular frequency or area of frequencies. Actually, sound itself is measured in several ways, but in mixing we must concern ourselves with its frequency and volume. For example, an orchestra tunes to the 'A' of the oboe which has a frequency of about 400 cycles a second. A bass fiddle playing his open 'A' string has a frequency of 55 cycles a second. Assuming the bass and oboe are on the same track, and the oboe is too loud in relation to the bass, we would boost the bass sound at a frequency of 55 cycles until it was loud enough, or we could cut down the oboe's sound by attenuating in its particular range until we got our desired balance, or we could do both things, attenuate the oboe and boost the bass."

Most engineers, says Sherman, are very efficient at getting sounds through an equalizer, but their tastes might differ from yours. "When you get the sounds that you like to hear," he adds, "make a note of them to save time on later 'mixes.'"

Sherman recalls listening back to a "mix" and asking the engineer what he thought of it. The engineer replied, "I'm sorry, man. I turn my ears off on playbacks."

(Ed. note: Since Sherman's time is at a premium, reader response to this article would help draw him out of the studio to continue the series. Please write to Mike Gross, c/o Billboard, 165 West 46th Street, New York 10036. Next week's article: The Hiring of Musicians.)

a soul version of Hank Williams' "I Can't Stop Loving You" or a brassy "Music to Watch Girls By" or a nostalgic "Gone With the Wind," she sings as though the song was written for her alone, and no other artist has the right to perform the material.

Each number was a highlight: Erroll Garner's "Misty," Kurt Weill's "The Knave," Gene Porter's "I've Got You Under My Skin," George Gershwin's "Summertime." Ella's in a class by herself.

AARON STERNFIELD

Bikel Turns on At Carnegie Hall

NEW YORK Theodore Bikel, with his international repertoire of folk songs, was in top form at Carnegie Hall on Nov. 25 making for a fine, stimulating concert. The Elektra artist also commented on such diverse topics as love, politics, war and the international situation in his easy, light-hearted manner. In his comments and his songs he was always effective.

Included were Ukrainian and Russian boy-girl duets with Bikel taking both parts. His repertoire also included Yugoslavian, Spanish, Yiddish, Hebrew and German material.

FRED KIRBY

Signings

October Country, West Coast group featuring a "soft lush sound," has been signed to the Epic label. Their debut single is "October Country." . . . Lenny Welch has been tapped to Mercury Records. Carl Davis will handle Welch's A&R sessions. . . . The Four Freshmen to Liberty Records. Group previously recorded for Capitol. . . . Israeli vocalist Ron Eliran to Decca. He is scheduled to record in Los Angeles next month.

The Smokestack to White Whale. Bones Howe to Rosebud. . . . Pepper Davis and Tony Reese and Dick Carlin have signed with newly formed Los Angeles-based Laif Records for comedy packages. . . . Lonnie B. and Viki G. vocal duo, signed to Revue Records, subsidiary of UNI Records. Mounted Records signed the New Horizons, group of two girls and four boys. . . . Sandy and the Pebbles to Mercury Records. Bob Wyld and Art Bellum of Longhair Productions produce the group. . . . Bobby Dicks and the Satellites to Invincible Records. First release is due early next year. Universal Pictures employee Jean Pelouquin signed to Decca and MCA Music. His first release will be "Mr. Painter, Paint My Dad," set for January release prior to his debut as a "Virginian" TV series segment.

The Electric Flag

• Continued from page 24

flag for a shirt, wails and shouts, beating the drums. Behind him, another and an exciting team of brass, haws and organ, a flag waves atop a chrome pole, mascot of the hand and symbolic of their plugged-in sound. ED OCHS

Col. Promo to Tie in With 'Cabaret' Tour

NEW HAVEN, Conn. — Columbia Records plans a tie-in promotion for its original cast album of "Cabaret" to coincide with the show's national tour, which begins here on Dec. 26.

The tour winds up in Denver next Nov. 9. Other stops will be Cleveland; Rochester, N. Y.; Cincinnati, Toronto, Baltimore, Washington, Detroit, San Diego, Los Angeles and San Francisco.

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Ellis & L. A. Philharmonic Rack Up 3 Musical Firsts

LOS ANGELES — Avant-garde composer Don Ellis, who recently signed with Columbia Records, helped the Los Angeles Philharmonic Orchestra set new musical marks Thanksgiving, Nov. 22.

For the first time, the 105-member symphony teamed with a jazz orchestra in interpreting a new jazz work.

For the first time, the symphony helped premiere a new jazz composition (Ellis' "Con-

Jhayne to W. Coast

LOS ANGELES — Mel Shayne of Scandore and Shayne, personal management, is moving his base of operations here this week. Shelly Gosden, his New York administrative assistant, is joining Shayne.

Give The UNITED Way

A black and white photograph of Jimmy Roselli, a man with dark hair, smiling and looking towards the camera. He is wearing a dark tuxedo jacket over a white shirt and a dark bow tie. He is standing with his legs slightly apart, his right hand holding a small object (possibly a cigarette or a pen) and his left hand held slightly forward. The background is a light, textured surface, possibly a wall or a backdrop.

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ROSELLI**

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ME"**

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Brand New &
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Sung by

Al Wilson

produced by Johnny Rivers
on Soul City Records

SCR 761



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Radio-TV programming

Progressive Rock All the Way In WNEW-FM's Format Future

By CLAUDE HALL

NEW YORK — WNEW-FM, at present "dabbling" in a progressive rock format, is going all the way, said station manager George Duncan. The stereo station last week hired Scott Muni, who'd formerly been on WOR-FM here. The station recently hired Jonathan Schwartz. Schwartz will handle a 10 a.m.-2 p.m. slot, Muni 2-7 p.m., and Bill (Rosko) Mercer takes over from 7-midnight. Both Mercer and Muni are alumni of WOR-FM, which recently desisted the format to aim for a teen audience.

Duncan said that a progressive or "meaningful music" format for WNEW-FM had been discussed with Jack Sullivan, president of WNEW Radio, as long as a year ago. We talked about how we could get into it," WOR-FM, at that time, filled the need for such a format. When WOR-FM dropped the format, WNEW-FM quickly took it up. The first step was the hiring of Rosko.

"This Rosko thing has been unbelievable," Duncan said. "Not only in advertising, and he was immediately a sellout,

but in mail pull. Besides all of the other letters, the majority are from college students or college-age listeners, in one day we received letters from a psychologist, an anthropologist, and a doctor—all saying they were glad we'd hired Rosko. The doctor said he and his wife had felt that the only station left for them was WQXR, after WOR-FM left the scene; they appreciated the new WNEW-FM because we feel this type of music is steady akin to classical music."

The Holiday Inn show, now on midnight to 5 a.m., will be dropped, Duncan said. Two of the girls, who have been spinning records for the previous format of the station—Easy Listening—will be retained in the overnight slot. One of these will be Allison Steele.

Eventually, all shows will be patterned after the Rosko show. Duncan said the music policy "is entirely governed by good taste. We will not tell a deejay not to play a Frank Sinatra record, because there are some Sinatra performances that may fit into this format." He cited as an example: "If a deejay was

trying to show different versions of 'That's Life' and was playing cuts of it by Sinatra, Nancy Sinatra, and Aretha Franklin. Duncan, however, will be questioning certain things. Like, why did Schwartz play a Peggy Lee tune called 'Sing a Rainbow.' The question is, said Duncan, "Did he play it because he liked it or because he wanted to construct or demonstrate something?"

The object of the programming, as well as the music played, is to be meaningful. Rosko recently played a long classical item by the New York Electric String with "Polynaise" by the Beatles. This type of programming was extremely effective, Duncan felt. "In fact, we received a request for a tape of that portion of the show from the music department of New York University.

Promotes Format
WNEW-FM is promoting the new format in not only the Village Voice, but also in 10 other newspapers. In addition, Rosko has been visiting college campuses. Duncan went with him to both Queens College
(Continued on page 46)



THE STRAWBERRY ALARM CLOCK surrounds Johnny Fairchild, music director of KIST Radio in Santa Barbara, Calif. The group's single, "Incense and Peppermints," was a big hit on the Hot 100 station.

WAME Renewal Bid Is Held Up by FCC

WASHINGTON — The Federal Communications Commission (FCC) has notified station WAME, Miami, Fla., that its renewal will be held up until the station can show that there will be no conflict of interest in choosing records by deejays who have outside interests in record hops. The FCC sent a similar warning letter to KFWB, Los Angeles, in granting its renewal a year ago.

The FCC wants the WAME management to set up a better policy of "insulation" between station play of records and deejays with outside interests. FCC feels the station must come up with a policy to guard against any possibility that record talent

appearing at deejay hops might be shaving pipe or performing free, in return for air play on the station.

The station received the warning letter last month at the same time it was fined for logging failures. WAME had been queried earlier in the year about the possible conflict of interest situation, as a result of complaints received at the FCC. The Commission did not find WAME's policy proposals "adequate" to guarantee that future record playlists would be arrived at impartially, and records played a fair number of times, reflecting their true popularity with listeners, and sales in local stores.

ASCAP Asks GAB to Hold Talk on Fees

ATLANTA — ASCAP has invited executives of the Georgia Association of Broadcasters to New York to smoke a peace pipe Monday (11).

The GAB has started a campaign against ASCAP, claiming performance fees were too high. ASCAP, through an attorney, I. T. Cohen, invited GAB members to New York, and there was some suggestion that ASCAP might be willing to offer less than a five-year contract, but at a higher rate. John Culver, executive secretary of the GAB, said that a figure of 23% per cent of gross had been mentioned, "but we're going to insist on a half of 1 per cent, which we think is more justified."

Attending the New York

meeting will be Jim Murphy, GAB president and manager of WBK, West Point, Ga.; Ed Mullins, general manager of WLGA, La Grange, Ga.; GAB attorney Tom Brown; and Malcolm Hoffman, a New York attorney representing GAB.

Culver said that the ASCAP campaign had been gathering "very good financial support." The board of GAB contributed \$2,500, but "basically the funds are coming from stations on an individual basis," Culver said. He said the project had gained considerable interest from out of the State, as well.

Harnish Sets Menos Prod.

NEW YORK — John Harnish, former president of Record-On-Film, has formed a new firm—Menos Productions. Chris Jonas is vice-president. Like the previous firm, Menos Productions will be involved in filming record acts performing and distributing to TV stations.

Record-On-Film recently produced a film of the Third Rail of Epic Records doing "Run, Run, Run," for example. Jonas said that these films will also be tailored for use by movie theaters around the nation. Bandstand type TV shows will receive the films free.

WHON to Hot 100 With New Line-Up

RICHMOND, Ind.—WHON, 500-watt station here, went to a Hot 100 format Nov. 20 with a new lineup. Staff includes station manager James Green, program director Deol Elberts, music director Joey Piper. The station has a continuing playlist of between 70-80 records and prints a survey of the top nine, plus 30 and a pick single and album of the week. Deejays include Piper, Elberts, and Steve Coning, with Joyce Neal as the "voice" of the station.



SOME OF THE INDUSTRY'S top promotion man turned out for WRIT's fourth annual Record Man's Party in Milwaukee. Surrounding the station general manager Lee Rothman, at mike, are, from left, Star Edits, Jubilee Records; Arnold Orleans, Mercury; Vic Faraci, M. S. Distributing Co.; Mauri Lathower, Capitol; Judy Gaies, Atlantic; Pete Wright, Pete Wright Associates; Les Rothman; Boomer Bob Branson, Writ personality and music director; Red Schwartz, Roulette; Erwin Barg, Dot; and Ed Levine, United Artists.

PERSONALITY PROFILE

Campbell Communications Star

DAYTON, Ohio — Believing that today's radio market would be a two-way medium of communication, Hot 100 deejay Tom Campbell spends not only 7-midnight talking to his audience between records on WONE, but then spends several more hours the next day letting them talk to him. Via telephone. His number is 313-222-2222. It's in the phone book and also in the yellow pages. He advertises it now and then in the newspaper. He used to announce it on his show... until the phone company asked him not to. One week he received 55,000 telephone calls, according to a count by the phone company. His bill, mostly local calls, runs between \$150 and \$275 a month; he pays it all himself. A tape recorder takes the message when he's not at home. He returns every call, even though he may not talk longer than half a minute on some calls. If you write to, you can call him on his phone

in his car. Right now he's considering a portable hand set to take with on the golf course.

"It's a way of communicating with the audience," Campbell said. "I don't try to be a hippie... I just try to be a friend. Sometimes, it gets tiring, all that time on the phone, but I try to listen to everything they say." Often the kids tell him about their favorite records. He seldom gets rough language; only one telephone call he ever received was from a troublemaker.

Other Methods

Other methods he has of communicating with the teens and young adults of Dayton is through record hops and personal appearances at local high schools. He has a firm called Tom Campbell Productions that handles him for hops at \$15 an appearance. He usually does these hops with local groups. The London Fog is very good, as are Star Line and the McCoy's, a local group that

rose to national fame over a year ago. He also does a column and record chart for Tempo, a teen supplement in the Dayton Daily News.

Campbell received early radio training working for free at educational stations in and near his home town of St. Louis. His first paid job was while in military service in Louisiana at a little station in Golden Meadow—KLFZ—that no longer exists. Then he got a job, while still in uniform, working week-ends on KJQE in Shreveport and week nights on KASO in nearby Memphis. Then in 1958 Al Hart at KEEL in Shreveport offered him a weekend job and Campbell had to drop KASO. He remained at KEEL after getting out of the service; management eventually transferred him to a sister station in Little Rock, Ark. Campbell became Rob Robins—the original one—and had "Rob Robins' ABC Record Night" (Continued on page 44)

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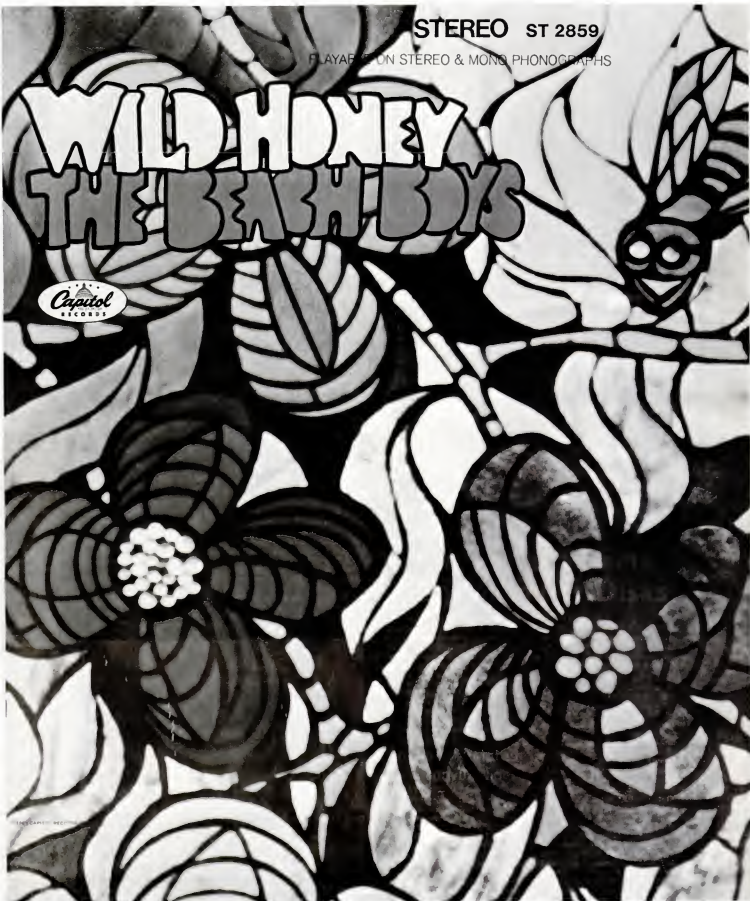


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Wok

By CLAUDE HALL Radio-TV Editor

Bill Sherard, operations manager for the past two and a half years of Washington's WOL (a radio station), has returned to top 40 radio as station manager of WAVZ, New Haven, Conn. . . . WLAZ, a former Michael Jay, has been upped to music director of the Hot 100 outlet in Grand Rapids, Mich. . . . Cincinnati's Easy Listening WKRC has added Dick Scott. . . . Dave Reinhardt of WSAI in Cincinnati has been retained to private business and Larry Clark, formerly of WOOL, Columbus, has filled the slot.

Roby Yonge, a Miami (WQAM) deejay, is coming to WABC in New York to fill a slot that will be available when the Hot 100 operation dumps some of its network features at the beginning of the year. The move has long been rumored, but not officially discussed. . . . Ronnie Barrett joined WHK in Cleveland about a week ago, handling an afternoon show. . . . Program director Phil Parr has moved from the afternoon slot at country-formatted KISM in Torrey, Calif. . . . Tex. replacing him is Billy LeGrand.

William H. Spiegel, executive producer of the syndicated "Midwestern Hayride," show, has been upped to assistant program director of WLW-T, Cincinnati.

Nelson Doubleday, chairman of the board of Doubleday Broadcasting, has taken over as president of the chain, replacing Cecil Trigg, who has resigned. Trigg was founder and president of the Trigg-Vaughan radio and TV group, which Doubleday acquired earlier this year. He'll remain a consultant with Doubleday.

Frank Tenneyson, head of Gemini Record & Promotion Co., hosted a reception for staff of WLIB,

New York, Dec. 3; the occasion was a "Salute to WLIB" for their assistance. "Quesada's Pipe," a project for the development and recognition of youthful talent in their areas. . . . Jane Austin, a former deejay and most recently general manager of WKAZ in Charleston, W. Va., has joined WFUN, Miami, as local sales manager.

Recent staff changes at SMAK, Nashville: Joe Sullivan from WKGN, Knoxville, is program and music director; Alton Deane from WKGN is afternoon personality; Dick Kent from WGSN, Birmingham, is morning personality; Dave Randall from WMFI, Daytona Beach, Fla., is evening personality. . . . Bill Stewart, who had been national program director for the McLeod chain, has been appointed general manager of KITS in San Francisco.

STEWART Antonio Stewart is one of the "big" people in media today, having been promoted on the beginning of top 40 with both Store and McLeod. Look for the addition of 5,000-watt operation to really sparkle.

Ernie Field left WHAT in Philadelphia to become program director of a Miami radio station. . . . In November, Harry Harrison topped eight years with WMCA, New York. . . . Dennis Myla is new network music director of Washington State Radio Network; Ken Gimbrel is network manager. Address is WMSN, Union Service Bldg., East Lansing, Mich. 48823. . . . Ken Elliott has been appointed program manager of WABC, Charlotte, N. C. El-

liot, a former program director of WNOE in New Orleans, operated a program consulting firm—Instant Radio Programming—as well as publishing and record production firms in New Orleans and will maintain his offices there. WKTC is a country music station.

Arturo Velazquez, 24-year veteran of Spanish radio in Phoenix, has been promoted to program director of KIFN there; he replaces Pepe Acosta, who has been transferred to the Tichenor Spanish Group's 50,000-watt flagship station KGET in Harlingen, Tex.

Gary Gee has been named program director of KYSN, Colorado Springs, Colo. He'd been music director of the Hot 100 outlet. . . . WHLI-FM, Hempstead, L. I., N. Y., begins its Christmas programming Dec. 2, most of it classical in nature. . . . Andy Hope has shifted from KIEV in Glendale, Calif., to WWVA in Wheeling, W. Va., both country music outlets.

Curtis (Cowboy Shorty) Short, who last year was named by country-musicated KOPY in Atlanta, has joined KSWA in Graham, Tex., as program director. He's got a recent new record for country singles and albums and promotes. . . . The cowboy daytime is located near Fort Worth, Tex. Short will also host a show on the station.

Bob Schmitt has been named Bruce of WABC, New York, was in Germany; Gary Stevens of WABC, New York, was in London. Bruce takes a 1000-mile trip the weekend with wife in Paris. So, there he'll like an ordinary tourist, carrying a picture camera at the wonders of the Eiffel Tower while the rest of the world is on his film but so stiff competition—Stevens.

George Williamson of WTRY in Troy, N. Y., is going to shoot me, if he ever catches me. I just written a story about George Wilson, program director of WHAT in Philadelphia, and then set down to write about him and, as you might have expected, called him Wilson, too. His real name is George Williamson, program director of WTRY, Hot 100 outlet in Troy-Schenectady-Albany. Here's a note from John Brunson, program director of WTSV, 221 Washington St., Claremont, N. H. 03743: "Since I initiated country music a couple of years ago to WTSV and WTSV—country has grown in popularity leaps and bounds. WTSV now programs country music right along with the top 100. Easy listening and standards on a rotating basis 18 hours a day, seven days a week. Some home has been made. To keep up with everyone and present the best in music, we drastically need singles and albums."

Thomas Brown has been appointed assistant program manager of WOWO, reporting to Robert Mooney; Brown has been a producer-director at KTKA in Fair-

burgh. . . . Ron Morgan has been named program director of WLYV, Fort Wayne, Ind. . . . WYOW will continue his morning radio show. . . . Although staying away from hard rock, MORGAN country, KTCB in Austin, Tex. (the LBI station), is now a country music station. . . . The album cuts and trying to expose as many new singles as possible," said Dave (WQAM), the man who had taken his place on the station. Campbell soon had top ratings again. His Miami telephone number for kids was 111-1111.



CAPITOL RECORDS' promotion man Luther Wood helped on a recent promotion for WFOB, Winston-Salem, N. C. Contest ran by air personality Bob McLean requested all of the tapes recorded by the Beach Boys, Bobbie Gentry and the Beatles. Above, from left, McLean, winner Dale Glendening Jr. (who listed 328 songs), and Wood.

WOKY's Christy Top Milwaukee Influence

MILWAUKEE — Paul Christy of WOKY here has been named the major influence on sales of singles records in the latest Billboard Radio Response Rating survey of the market. He topped Bob Branson of WRIT, a competitor station that also features a Hot 100 format. Bob Barry and Tony Karr, both of WOKY, tied for third.

The RRR survey judges the ability of station and personalities (in this case, both WOKY and WRIT were very close) in reaching an audience and influencing them to buy records. Ability to influence sales of singles is an indication of a command of the teen and young adult population.

WEMP showed a definite lead in reaching the young adult

and adult market, taking top honors in ability to influence sales of albums. However, Joe Dorsey of WMTJ and Gordon Hinkley of WTMJ tied in ability to influence the air personality category.

Dr. Bop was the leading r&b air personality, followed very close by O. C. White, both of WAWA. WMIL was a very slim leader in the country music field over WFLO.

The Radio Response Rating survey information is copyrighted by Billboard and available—along with further details—through the Billboard Record Market Research division. Information is compiled from votes of teens whose listening degradation on record sales—record dealers, local and national record executives, and record distributors.

Yesteryear's Hits

Change-of-pace programming from your library's shelves, featuring the disks that were the hottest in the last 5 years and 10 years ago this week. Here's how they ranked in Billboard's charts at that time.

POP SINGLES—5 Years Ago December 8, 1962

1. Big Girls Don't Cry—Four Seasons (Nat Jay)
2. Return to Sender—Elvis Presley (RCA Victor)
3. Bobby Day—Orleans (Seville)
4. Don't Hang Up—Orleans (Cameo)
5. Ride—Dee Dee Sharp (Cameo)
6. The Lonely Bull—Tijuana Brass (A&M)
7. Telenor—Tommy (London)
8. Limbo Rock—Chubby Checker (Faraway)
9. All Mine Am—I-Brenda Lee (Decca)
10. Release Me—"Little Esther" Phillips (Lanoue)

R&B SINGLES—5 Years Ago December 8, 1962

1. Release Me—"Little Esther" Phillips (Lanoue)
2. Big Girls Don't Cry—Four Seasons (Nat Jay)
3. Don't Hang Up—Orleans (Cameo)
4. Limbo Rock—Chubby Checker (Faraway)
5. Nothing Can Change This Love—Sam Cooke (RCA Victor)
6. Keep Your Hands Off My Baby—Little Eva (Ginn)
7. Ride—Dee Dee Sharp (Cameo)
8. Return to Sender—Elvis Presley (RCA Victor)
9. The Rebel—Coryell (Phillys)
10. Faraway—Navy Meryls Sam Cooke (RCA Victor)

POP SINGLES—10 Years Ago December 9, 1957

1. You Send Me/Summertime—Sam Cooke (Kern)
2. Jailhouse Rock/Treat Me Nice—Elvis Presley (RCA Victor)
3. Raunchy—Bill Haley (Phillips International)
4. I Get Love/When the Swallows Come Back to Capistrano—Pat Boone (Deo)
5. Flee At Once/The Twilight of Never—Johnny Mathis (Columbia)
6. Wake Up Little Suzie—Johnny Mathis (Columbia)
7. Sittin' on the Bench—Ray Charles (ABC-Paramount)
8. Peggy Sue—Buddy Holly (Coral)
9. Flee At Once/When the Swallows Come Back to Capistrano—Pat Boone (Deo)
10. Be-Bop Baby/Hey I Told You (ABC-Paramount)
11. Let's Get It—Ray Charles (ABC-Paramount)
12. Baby (Imperial)

POP LPs—5 Years Ago December 8, 1962

1. My Son, the Folk Singer—Allen Sherman (Warner Bros.)
2. Modern Sounds in Country & Western Music, Vol. 2—Ray Charles (ABC-Paramount)
3. Jazz Bossa—Sam Gato & Charlie Koff (Columbia)
4. West Side Story—Soundtrack (Columbia)
5. Flee At Once/The Twilight of Never—Johnny Mathis (Columbia)
6. Modern Sounds in Country & Western Music—Ray Charles (ABC-Paramount)
7. I Left My Heart in San Francisco—Tony Martin (Columbia)
8. Shorty Rogers and His Giants—Four Seasons (Nat Jay)
9. Ramin'—Rolf Sorensen (Mercury)
10. Joan Baez in Concert—(Vanguard)

Tom Campbell Profile

Continued from page 40

7-midnight. He was also musical director. The station has a giant signal and Campbell received mail from 39 States. He did his Saturday show remote live from a hamburger stand. One of the people who heard the Rob Robins show was the late Jack Sander, then manager of WQAM in Miami. Sander hired Campbell to replace him. Campbell had departed for other pastures, and Campbell went against Bill Nighy (WFUN) in the evening slot.

All-Night Show
Dick Lawrence, then program director of WFLA in Tampa, Fla., hired Campbell at \$155 a week for an all-night show. Campbell did record hops and sold spots to boost his salary. Then Graham Richards, of Storz, called and wanted Campbell to take over the Miami slot. Dick Lawrence, who had been with WQAM, was there for two years under the name of Paul Bunyon. Under general manager Dick Harris, Campbell topped the first time in history and the last time, I guess, since. Campbell said when Graham Richards went to WFUN, Miami, Campbell soon followed and found himself going up against Rick Davis (WQAM). The man who had taken his place on the station. Campbell soon had top ratings again. His Miami telephone number for kids was 111-1111.

Richards later went to

WONE in Dayton as a consultant and persuaded Campbell to come to the market. He's been on WONE the past year and a half.

Besides Richards, Campbell considers Dick Storz of WFUN as "one of the best people I ever worked for. . . a program director who's always on the ball."

It was while on WGDY in Minneapolis about four years ago that Campbell began spinning the music of the late Graham Richards' Campbell Six Pack of Music—"six records in a row. To the best of my knowledge, I was the first to play a six-pack."

WGUS-FM Is Now 'Airbourne'

AUGUSTA, Ga. — WGUS-FM went on the air last week, announced station manager Dick Warner. The station is now signing off the air shortly after midnight, but he hopes to go around the clock soon. Format is country music, which the station simulcasts from its AM sister station through most of the day. Rick Weiss is FM manager. Maryellen Poston is program director. Deejays on WGUS (a 1,000-watt daytime station) will also be heard on WGUS-FM include John Benefield, AJ Jones, Dick Glosser, Ed Brown, and George Pritchard.

BECKY LAMB



Every year a particular record performance seems to synthesize the Christmas sentiment of that particular season.

This year an unusual offering by an unusually gifted child bears that kind of mood and feel, that stamp of Singles greatness. More poignant than any in recent memory, the big-big Christmas Single of '67-'68 appears to be:

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Radio-TV programming

'Young Sound' Gets a Voice

NEW YORK — The CBS-FM "Young Sound" package, now syndicated to more than 20 FM stations around the nation, is adding another voice—at least for New York. The programming was originally voiceless except at the end of 15-minute segments when the tunes were read off by a nameless announcer. Wally King was added as a personality recently 6-10 a.m. in New York to capture a drive-time audience. Lee Jordan, who had been a major personality on WCBS, is switching over to WCBS-FM and will do a Sunday 10-1 p.m. Broadway time segment of Young Sound. I. M. Flowers hosts a two-hour night show two nights a week called "Flower's Garden" on several of the Young Sound stations and there's some speculation that this show will soon be on an every-night schedule.

WCKY Going Indie

CINCINNATI — Mrs. Jeanette Heinze, executive vice-president of WCKY Radio here, last week announced that the station has declined affiliation with any of the four ABC-proposed networks. Instead, Mrs. Heinze says, WCKY will go independent Jan. 1, with a strengthened and improved news operation of its own.

Syndicated Country Package Via Plough

MEMPHIS — Plough Broadcasting, which owns and operates such country music giants as WJLD in Chicago and WPLG in Atlanta, will bow a syndicated country music program package, International Good Music, headed by Rogan Jones Jr. in Bellingham, Wash., will distribute the programming.

Called "Americana," the programming package not only includes country music by established performers in the field, but also country music by established pop artists such as Bing Crosby, Peggy Lee, and Les Paul and Mary Ford. The man putting the package together is Lee Wyler, national program director of Plough, who set the guidelines for WJLD and WPLG. New studios and equipment have been installed by Plough in Memphis to produce the new programming. Wyler said last week that he was still working on the basic library . . . that he already had more than a third of it in the can. Progress has been slow because "I want quality and it takes time." He said he is trying to create a special sound.

WSOC-FM in Decatur, Ill., is already using the programming. It started Oct. 31 when Wyler only had about 30 hours on tape.

Local deejays are used—or can be—by each station to announce the records. "This type of programming almost cries for a local personality." These in-

roductions are—or can be—placed on cartridges and sub-audible tone on the "Americana" tape cue them in.

Wyler said he was working from a backlog of 15 years of country music, as well as a vast library of new albums. His show is in stereo, but monaural use can be made of it.

WNEW-FM's Format

• *Continued from page 40*

and Columbia University. "It was a hell of an experience. Exhilarating. Two to three hundred students firing questions at us." He hoped that WNEW-FM had impressed upon the students the interest of WNEW-FM in the evolution of rock music.

Leonard Bernstein made this type of music respectable, Duncan felt . . . "that one TV show." He said that he'd figured it would take a few months to make an impact with the new format, but the acceptance of Rosko "surprised us." Among the records that are appearing on the playlist are the Common Cold's "Come Down," Paul Butterfield Blues Band with "Get Out of My Life Woman," the Superfine Dandelion with "Crazy Town," and Alan Arkin with "I Like You." Duncan was a sales executive 10 years with WNEW before taking over control of WNEW-FM.

No Turkeys on WFIL

PHILADELPHIA — WFIL, Hot 100 format station here, devoted Thanksgiving weekend to 96 hours of million-sellers over the past 10 years.

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Produced by Dick James Music Inc. (BMI)

The Troggs



6 (16) ▲ LOVE IS ALL AROUND TROGGS, PAGE ONE

FONTANA RECORDS, A DIVISION OF ALBUQUERQUE PRODUCTIONS, INC.

Billboard SPECIAL SURVEY For Week Ending 12/9/67

TOP SELLING R & B SINGLES

★ STAR Performer—Singles registering greatest proportionate upward progress this week.

This Week Billboard Award	Last Week	Title, Artist, Label, No. & Pch.	Weeks on Chart
1	1	I HEARD IT THROUGH THE GRAPEVINE Clayton Knight & The Pops, Soul 35039 (Jobete, BM)	7
2	7	SKINNY LEGS AND ALL Joe Tex, Dial 4063 (Trevi, BM)	5
3	2	SOUL MAN Sam & Dave, Sire 287 (East/West, BM)	13
4	8	I SECOND THAT EMOTION Smokie Robinson & The Miracles, Tamla 54139 (Jobete, BM)	4
5	3	(Loneliness Made Me Realize) IT'S YOU THAT I NEED Temptations, Gordy 7006 (Jobete, BM)	8
6	15	BOOGALOO DOWN BROADWAY Johnny C. Phillips, A & Soul 305 (Donalson/Jamaica Bay, BM)	10
7	5	A NATURAL WOMAN Aretha Franklin, Atlantic 2411 (Screen Gems-Columbia, BM)	10
8	12	I SAY A LITTLE PRAYER Dianne Warwick, Scepter 12203 (Blue Swan/Sea, ASCAP)	5
9	10	PATA PATA Miriam Makeba, Reprise 0606 (Kline, ASCAP)	10
10	21	YESTERDAY Ray Charles, ABC 11099 (Mercury, BM)	4
11	4	I'M WONDERING Stevie Wonder, Tamla 54157 (Jobete, BM)	8
12	6	YOUR PRECIOUS LOVE Marvin Gaye & Tammi Terrell, Tamla 54156 (Jobete, BM)	11
13	13	STAGGER-LEE Wilson Pickett, Atlantic 2448 (Trevi, BM)	5
14	14	EVERLASTING LOVE Robert Knight, Rivington 705 (Atlantic, BM)	10
15	11	GET IT TOGETHER James Brown & The Famous Flames, King 6122 (Dynafone, BM)	7
16	9	EXPRESSIVE TO YOUR HEART Soul Survivors, Crown 1010 (Diamond/Dorland, BM)	14
17	28	IN AND OUT OF LOVE Diana Ross & The Supremes, Motown 1116 (Jobete, BM)	3
18	24	HONEY CHILE Martha Bass & The Vandellas, Gordy 7067 (Jobete, BM)	5
19	20	PIECE OF MY HEART Erma Franklin, Shout 221 (Web TV/Reggae, BM)	7
20	29	ILL BE SWEETER TOMORROW Platts, Bell 671 (Zora/Fotex/Wes, BM)	3
21	26	ALL YOUR GROOVES ARE GONE Parliament, Savat 211 (Groovewalk, BM)	5
22	18	LOVE IS STRANGE Fresches & Herb, Duna 1574 (Ghael, BM)	7
23	31	ON A SATURDAY MORNING Eddie Floyd, Sina 233 (East, BM)	5
24	27	O-D, I LOVE YOU Della, Cadet 5574 (Chivius, BM)	3
25	16	GET ON UP Esquire, Bunko 7750 (Hi-Mi, BM)	15
26	36	TELL, MAMA Elva James, Cadet 5578 (Fame, BM)	4
27	21	WHERE IS THE PARTY Helena Ferguson, Compass 7009 (Pasha-Pain Arts/Galar, BM)	5
28	31	LOVE POWER Sondobles, Calla 141 (Unbelievable, BM)	3
29	25	MR. DREAM MERCHANT Jerry Butler, Mercury 7273 (Saturn, BM)	7
30	19	TO SIR, WITH LOVE Lulu, Epic 10157 (Screen Gems, BM)	8
31	23	NINE POUND STEEL Joe Simon, Sound Stage 7 2589 (Fame, BM)	11
32	43	BACK UP TRAIN Al Green & The Soul Makers, Hot Line 15000 (Tosted, BM)	2
33	37	I'M IN LOVE Wilson Pickett, Atlantic 2448 (Pranbo/Traceback, BM)	2
34	40	SOCKIN' 1-2-3-4 John Roberts, Duke 428 (Don, BM)	3
35	35	WHEN YOU'RE GONE Brando & Tabulations, Dinn 504 (Gardner, BM)	2
36	39	HE AIN'T GIVE YOU NONE Freddie Scott, Shout 220 (Web TV, BM)	5
37	38	OOH BABY Don Jackson, Carla 2537 (Gaucho/Melange, BM)	2
38	44	I CALL IT LOVE Manhattan, Carnival 533 (Savoy, BM)	3
39	47	A TOUCH OF THE BLUES Barry Blue, Duke 428 (Don, BM)	2
40	41	SHAME ON ME Chuck Jackson, Wand 1166 (Lola, BM)	5
41	48	THIS THING CALLED LOVE Wet, Top 100 (Atlantic/Adams, BM)	2
42	17	WHY'VE I DONE TO MAKE YOU Mad! Linda Jones, Loma 2077 (Zira/Fotex, BM)	10
43	46	A LOVE THAT'S REAL Intruders, Gemini 209 (Razor Sharp, BM)	2
44	49	HEY JOYCE Lou Courney, Top-Side 4594 (Emalov, BM)	2
45	45	GOOD, GOOD LOVIN' Blondie, Reprise 0639 (Screen Gems-Columbia, BM)	2
46	—	STORYBOOK CHILDREN Billy Vera & Judy Clay, Atlantic 2445 (Blackstone, BM)	1
47	—	SOMEBODY'S SLEEPING IN MY BED Johnny Taylor, Sina 235 (East, BM)	1
48	—	AND GET AWAY Esquire, Bunko 7752 (Hi-Mi/Fotex, BM)	1
49	50	WHAT ABOUT YOU D. W. Wright, Buck Ratt 366 (Jac, BM)	2
50	—	COME SEE ABOUT ME J. Walker & The All Stars, Soul 2501 (Jobete, BM)	1

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Another Way To Get GOOD & PLENTY



Still Another Way To Get GOOD & PLENTY



Billboard SPECIAL SURVEY For Week Ending 12/9/67

TOP SELLING R & B LP's

★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week Billboard Award	Last Week	Title, Artist, Label, No. & Pch.	Weeks on Chart
1	1	DIANA ROSS & THE SUPREMES GREATEST HITS Motown M2-663 (M) MS 2-633 (C)	11
2	2	A DAY IN THE LIFE The Beatles, A&M LP 3001 (M)	7
3	4	RESPECT Jimmy Smith, Verve V 8705 (M) V-8705 (S)	10
4	5	ARETHA ARRIVES Aretha Franklin, Atlantic B150 (M) SO B150 (S)	16
5	3	FOUR TOPS GREATEST HITS Motown M 662 (M) S 662 (S)	11
6	10	SOUL MEN Sam & Dave, Sire 287 (East/West, BM)	4
7	7	THE TEMPTATIONS GREATEST HITS Gordy 919 (M) S 919 (S)	52
8	8	TO SIR, WITH LOVE Soundtrack, Fontana MGR 22569 (M) MGR 47569 (S)	5
9	9	MARVIN GAYE & TAMMI TERRELL UNITED Tamla T 277 (M) TS 277 (S)	10
10	11	DIONNE WARWICK'S GOLDEN HITS— Part 1 Scepter SNA 565 (M) SPS 565 (S)	4
11	12	MAKE IT HAPPEN Smokie Robinson & The Miracles, Tamla T 276 (M) TS 276 (S)	11
12	6	WITH A LOT OF SOUL Temptations, Gordy & G2 (M) S 922 (S)	12
13	13	EVERYBODY NEEDS LOVE Clayton Knight & The Pops, Soul 706 (M) S 706 (S)	13
14	14	BEST OF WILSON PICKETT Atlantic B17 (M) SO B17 (S)	4
15	15	ALLIGATOR BOOGALOO Leo Danaldson, Blue Note BLP 4263 (M) BLP 4263 (S)	6
16	17	DANCING IN THE STREET Dionne Warwick, Cadet LP 774 (M) LP 774 (S)	4
17	17	ODE TO BILLIE JOE The Beatles, Capitol T 2830 (M) T 2830 (S)	9
18	18	I WAS MADE TO LOVE HER Stevie Wonder, Tamla T 279 (M) TS 279 (S)	11
19	—	PATA, PATA Miriam Makeba, Reprise R 6274 (M) RS 6274 (S)	1
20	23	GROOVIN' WITH THE SOULFUL STRINGS 2 Caret LP 796 (M) LP 796 (S)	1
21	21	REACH OUT Four Tops, Motown M 660 (M) MS 660 (S)	18
22	24	ARE YOU EXPERIENCED? Jimi Hendrix Experience, Reprise R 6501 (M) RS 6501 (S)	9
23	16	GROOVIN' Young Rascals, Atlantic B148 (M) SO B148 (S)	17
24	20	SUPER HITS Various Artists, Atlantic SOT (M) SO SOT (S)	17
25	27	SILK & SOUL Nina Simone, RCA Victor LPM 3837 (M) LP 3837 (S)	4
26	26	I NEVER LOVED A MAN THE WAY I LOVE YOU Aretha Franklin, Atlantic B139 (M) SO B139 (S)	36
27	28	COLD SWEAT, PARTS 1 & 2 James Brown & The Famous Flames, King 1000 (M) S 1000 (S)	11
28	25	WHOOHOO! Dionne Warwick, Scepter SNA 563 (M) SPS 563 (S)	13
29	30	HIGHER AND HIGHER Jackie Wilson, Brunswick BL 54130 (M) BLP 754130 (S)	2
30	29	HENR WHERE THERE IS LOVE Dionne Warwick, Scepter SNA 555 (M) SPS 555 (S)	48

Album Reviews

Continued From Back Cover



PIANO MUSIC OF CHOPIN, VOL. 1
Art Schnabel
Stereo Treasury STS 15009 (S)

Tenderly yet powerfully, Schnabel colors these four selections, and waxes them with his dazzling, flowing technique in an excellent recording. A real bargain at its low price.



ADAM'S APPLE—Wayne Shorter.
Blue Note BLP 4252 (M);
BST 84332 (S)

Wayne Shorter, recently a member of the Miles Davis Quintet, comes up with *Adam's Apple* and a young tempo team to revive the pulsating features of "the major jazz" hunting themes of dark, dimly lit clubs, with dynamic variations, mood and originality.



THE BEST OF THE SWANEE
Quartet—Crescent LP 3005 (M)

The Swanee Quartet's Motown-type soul really registers in "One More River to Cross." The selections, taken from the group's best sellers since 1950, includes such solid material as "Stop by Stop" and "That's the Spirit."



RELIGIOUS
A FESTIVAL OF PRAISE—Nancy Delano.
Columbia/Capitol Symphony & Choir of London (Makenson).
Suprema 24 16,001 (M);
SJS 10,001 (S)

Nancy Delano and the Cathedral Symphony and Choir of London lead a laytime joy with some of the most familiar hymns, and "The Pivotal" choruses from "Praise-A-Thon" is a big production, and it's handled in an impressive manner.



BOBBY BLAND
TOUCH OF THE BLUES
Blond, Duke 68 B

Hard, gritty blues by an expert, even the big band behind him is hard with the sound of horns. Bland's hit single is a twist of "The Blues." "One More Time" twists with a blasting dance beat. "Touch of the Blues" is the only slow tune on the LP and Bland grows out of it out so there's no rest... just driving blues.



THE OLD FASHIONED REVIVAL
The Old Fashioned Revival.
Blue Note BLP 4252 (M);
BST 84332 (S)

With Buddy Allard on the piano, Anne O'Neil on the organ, the choir, Fuller celebrates the straight and narrow with deep-toned, quality songs that re-emphasize the path of prayer with depth, mood and inspiration.



THE REST OF THE CONSOLERS
Nashboro LP 7048 (M)

Powerful soul spirituals that hit close to home, especially "Amazing Grace" through which features strong lyrics heartbreakingly presented. Their hit "Give Me My Flowers" and "Waiting for My Child to Come Home" are also here.

ALBUM REVIEW RANKING

STAY PERFORMS SPOTLIGHT
Cream of the week's new releases in their respective categories. Albums which are expected to reach the Top LP's chart, as well as position on Billboard's special survey charts, or have long term sales.

CHART SPOTLIGHTS
Albums which are expected to have sufficient sales to reach the Top LP's chart, or have long term sales.

4 STARS
Judged to be of potential albums which may not reach Billboard's LP chart but which should have enough impact to be considered by their ranking in the charts.

SPECIAL MERIT
New releases of outstanding merit, which may not have commercial success, within their respective categories of music.

CLASSICAL

PORTUGAL'S GILBERT ARE—Garin/Jenar
Columbia/Capitol, Cork. (Columbia)
Mercury SR 9122 (S)

This little gem has been heard about the music of Portugal but the program fills the vacuum. Divided into four parts, it covers harp, guitar, mandolin, and organ music in complete and excellent form. Among the artists are harpist-chordist Ruggiero Gerlin and organist Garand Jones.

NARDO BAKER—Veritas Vol. 108
The art of this magnificent pianist is re-created in this fine program, containing performances previously on Schirmer Records. The sound, although somewhat dry, is more than adequate. The artist's major work, Brahms' "Sonata No. 1" is well handled as are such familiar pieces as Brahms' "Waltz Op. 94, No. 3" and Beethoven's "Berceuse." Several other good short selections also are presented.

ART SOMMER & SPIRITUALS—Boland Verses
Veritas Vol. 112

Brilliant tenor Wally Brown has 18 selections here, whether a French art song or a haunting spiritual, with his extraordinary gift of understanding. He was in first Negro league to achieve gold record. Bolland's recording supports admirably at the piano.

LOW PRICE CLASSICAL

MASSENET, SCENES PITTORESQUES/SCENES ALLERIEUSES—Paris Conservatoire
Disc. (Columbia)
Veritas 15003 (S)

Some of Massenet's finest instrumental music is included here, by the Paris Conservatoire and the Orchestra da la Societa dei Concerti di Colonia. The program is one of the best catalog listing for both works. These recordings are far good melodic programming fare.

R&B

BLIND JAMES CAMPBELL AND HIS RADIOLITE STREET BAND
Mercury 1015 (M)

A fascinating package, reflecting influence of blues, jazz, country and gospel material. When the group does "With This Circle Be Broken" it achieves soul and sincerity. Street bands are a disappearing tradition, and this will like these performances.

★★★★

POPULAR ★★★★★

PAUL ANKA LIVE—RCA Victor LPM 3673
Blond, Duke 68 B

LAPLAND—The Ballroom & Orchestra
Band, Columbia JSM 8008 (M); JGS 8008 (S)

THE JOYFUL SISTERS—Serenus SEP 2012 (M); SEP 22012 (S)

THE BEST OF ARTHUR PRYOR Box 2—
Veritas V 5038 (M); V-5038 (S)

COUNTRY ★★★★★

HEART—Tony Douglas, Paul P 2198 (M);
VTS 2198 (S)

RELIGIOUS ★★★★★

PRaise WE THE LORD—Nancy Delano
Columbia/Capitol, Cork. & Choir (Makenson).
Suprema SJS 2043 (S)

GOSPEL ★★★★★

THE BEST OF THE ANGELIC GOSPEL
Singers—Nashboro LP 7047 (M)

CHRISTIAN CABLE & GOSPEL—Rev.
Columbus Robinson, Goodspeed PLP 150

CLASSICAL ★★★★★

BEETHOVEN, STABILI VARIATIONS—Julius
Katchen, London Stereo Treasury STS 15008 (S)



4 STAR

POPULAR ★★★★★

BEETHOVEN, STAPHYRICHES NOS. 1 & 2—
L'Orchestra de la Suisse Romande (Makenson).
London Stereo Treasury STS 15002 (S)

MUSIC OF BELIZE—Paris Conservatoire
Disc. (Columbia)
Veritas 15001 (S)

DEBUSSY, PRELUDE A L'APRES MIDI 16
PARIS—Czech Philharmonic (Makenson).
Columbia 22 16 073 (M); 22 16 074 (S)

MARXAT, SIVERTHENS NO. 11/SONG—
BERT, MINNETT/DEBANK GAMES—Dunlop
Chamber Choir (Makenson). London Stereo
Treasury STS 15003 (S)

ROSSINI OVERTURES—Punch Conservatoire
Disc. (Makenson). London Stereo Treasury STS
15008 (S)

STRAVINSKY, APOLLON MUSEAGET/
RENAUDY—Orchestra de la Suisse Romande
(Makenson). London Stereo Treasury STS
15008 (S)

RYTHM & BLUES ★★★★★

200 SUPPER HITS & BLUES HITS (VOL. 2)
—Various Artists. Kent SSO 305 (S)

JAZZ ★★★★★

LIRIA—Gary Katz Quintet, Milestone 9006
(M); MSP 9006 (S)

GOSPEL FLOWERS—Jim Claxton, Heavy Jazz
With Bobby McFerrin, Heavy Jazz #97 (S)

MARSHALL WELCH/O'Percell Choir, Veritas
V 5003 (M); V-5003 (S)

A NEW CONCEPTION—Sam Rivers, Blue
Note BLP 4249 (M); BST 84249 (S)

TAGHAWI—Parsons Sanders, Impulse A 918
(M); AS 918 (S)

LIVE AT THE LINCOLN—The 3 Sounds,
Blue Note BLP 4265 (M); BST 84265 (S)

LITTLE RICHIE VANDER—Veritas V 7222 (M);
V-7222 (S)

BEARINGS: VARIATIONS ON A THEME ON
NATION—Overtures—Fenna Philharmonic
(Makenson). London Stereo Treasury STS
15007 (S)

★★★★

POPULAR ★★★★★

LYNN JOHNSON'S LONELY HEARTS CLUB
R&B—Various Artists. Atco 33 230 (M);
30 33 230 (S)

INTERNATIONAL ★★★★★

AUSTRIAN FOLK MUSIC VOL. 1, THE EASTERN
PROVINCES—Athena P 3001 (M)

SPECIAL MERIT PICKS

POPULAR

EILEEN BOWEN SINES—Audie Fidelity
LP 2183 (M); AF 501 6183 (S)

Eileen Bowen, the first female vocalist signed by Audie Fidelity Records. The label may have come up with a winner. Miss Bowen's singing and timing are distinctive. Her voice is pure and clear. In her debut album, she does romantic standards—"I'll be home," "I Love You Much Too Much" and "I'll be home," with taste and imagination. She has the potential to go all the way. Joe Carr's arrangements are well-made for Miss Bowen.

ORIGINAL CAST

SWEET CHARITY—Original Cast (London)
CBS 70033 (S)

Just as the Broadway production, the London cast of *Sweet Charity* is teaming with excitement and acoustically produced numbers. Julie Brown displays her strong vocal delivery while being accompanied by a grade "A" cast.

SEE ALBUMS ON BACK COVER

Action Records

Albums

★ NATIONAL BREAKOUTS

THERE ARE NO NATIONAL BREAKOUTS THIS WEEK

★ NEW ACTION LP's

These new albums, not yet on Billboard have been reported selling strong sales in major markets.

THE ROSES

Mercury M2 1130 (M); SR 61130 (S)

THE JAMES COTTON BLUES BAND
Verve Folkways FT 3023 (M); FTS 3023 (S)

PLEASE LOVE ME FOREVER
Bobby Vinton, Epic LP 24341 (M); BM 24341 (S)

FOR ALL THE SEASONS OF YOUR MIND
Janis Ian, Verve Forecast FT 3024 (M); FTS 3024 (S)

THE SORCERER
Geber Stebo, Impulse A 9146 (M); AS 9146 (S)

THE ORIGINAL SPINNERS
Motown 639 (M); S 639 (S)

AGNES GINSLEY
John Fred & His Playboy Band, Paula LP 2117 (M); LPS 2117 (S)

LOVELY HARPISCH ON A RAINY NIGHT
Jonathan Knight, Viva V 6006 (M); V 3406 (S)

WHEN THE SHOW IS ON THE ROSES
Ed Ames, RCA Victor LPM 3913 (M); LPS 3913 (S)

THE AMERICAN BREED
Acta A 8002 (M); A 8002 (S)

THE MARCH
Third Rail, Epic LP 24327 (M); BM 24327 (S)

BEST OF RONNIE DOVE, VOL. II
Diamond D 5008 (M); D 5008 (S)

FAR FROM THE MADDENING CROWD
Soundtrack, MGM 15 111 (M); 15-111 (S)

EVERLASTING LOVE
Robert Knight, Monument MLP 7000 (M); MLP 7000 (S)

WITHOUT HER
Jack Jones, RCA Victor LPM 3911 (M); LPS 3911 (S)

FROM LULU... WITH LOVE
Lulu, Parrot PA 6106 (M); PAS 71016 (S)

Singles

★ NATIONAL BREAKOUTS

I AM THE WALRUS
Beatles, Capitol 2056 (Makon, BM)

CHAIN OF POOLS
Artha Franklin, Atlantic 2444 (14th Mon./Promo, BM)

IT'S WONDERFUL
The Ronettes, Atlantic 3463 (Sloear, BM)

★ REGIONAL BREAKOUTS

INSANITY COMES QUIETLY TO THE STRUCTURED MIND...
Janis Ian, Verve/Forecast 0272 (Diego, BM) (New York)

GOOD GOOD LOVIN'
Lorrie Ellison, Lane 2083 (Rittenhouse, BM) (Miami)

I WANT TO BE LOVED...
Lorrie Ellison, Lane 2083 (Rittenhouse, BM) (Miami)

GREEN TAMBOURINE
Lemon Pipers, Budath 23 (Kama Sutra, BM) (Cleveland)

SPOOKY
Classics IV, Imperial 64259 (Lowery, BM) (Atlanta)

LIVE FOR LIFE...
Corman Allard & Marla Mann, Atlantic 2451 (Umar, BM) (Los Angeles)

"santa claus is dead..."



But... Christmas has survived and increased in meaning to a generation that understands what it's all about, and now in 1967, It's Christmas Time Once Again.

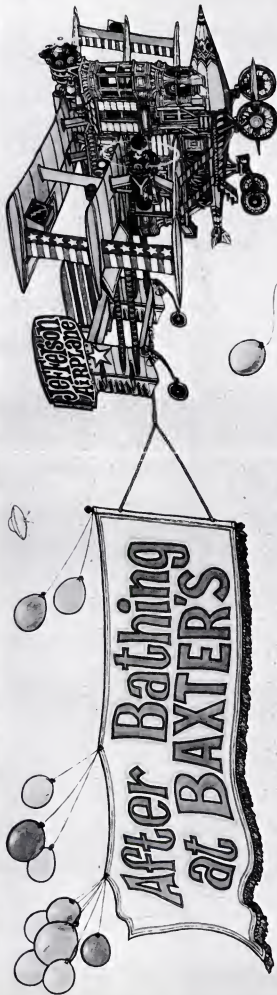
Brian Hyland has written and recorded a Christmas song that speaks to and for that generation. Produced by Snuff Garrett for Dot.

Brian Hyland
IT'S CHRISTMAS TIME
ONCE AGAIN
(Dot 15-1000)





RCA VICTOR



THE NEW SON AIRPLANE
JEFFERSON IS HERE ^{LOP/LSO-1511}
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**A HANDFUL
"DOES
ANYBODY
KNOW"**

b/w "Dying Daffodil Incident"

ED 1201

**DANNY
MICHAELS
"ANGEL OF
THE MORNING"**

b/w "If You Climb On
The Tiger's Back"

ED 1202



A Lee Hazlewood Production. Produced by Lee Hazlewood

Distributed By



ABC RECORDS, INC.
NEW YORK/BEVERLY HILLS
DIST. IN CANADA
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**imperial records
the label that has
presented and built
many giants
in the industry**

**now welcomes
and presents
yet another giant**

**one of the
hottest groups
in england
and other areas
of the world**

**dave dee, dozy, beaky, mick and tich
with
zabadak** #66270

**now #2 in england
soon to be #1 in the u.s.**

on imperial records...home of the giants



FOR
WEEK
ENDING
DECEMBER 9,
1967

RIAA Million Sales LP
Star Performer

Weeks on Chart
Last Week
THIS WEEK

★ **STAR PERFORMER**—LP's on chart 15 weeks or less registering greatest week-to-date upward progress this week.

★ **ARTIST**—Title—Label & Number

- 3 1 1 **MONKEES**—Places Aquarius, Capricorn & Jones, Ltd.
Columbia COR 104 (M); COS 104 (S)
- 11 2 2 **DIANA ROSS & THE SUPREMES**—Greatest Hits
Motown M 2-663 (M); MS 2-663 (S)
- 6 3 3 **DOORS**—Strange Days
Elektra ERL 414 (M); EKS 74014 (S)
- 25 4 4 **BEATLES**—Sgt. Pepper's Lonely Hearts Club Band
Capitol RAS 2623 (M); SNAS 2623 (S)
- 5 14 5 **MAMAS & PAPAS**—Farewell to the First Golden Era
Dunhill D 50025 (M); OS 50025 (S)
- 38 5 6 **DOORS**
Elektra ERL 4007 (M); EKS 74007 (S)
- 13 6 7 **VANILLA FUDGE**
A&M 35-224 (M); SP 35-224 (S)
- 16 10 8 **JIMI HENRIK EXPERIENCE**—Are You Experienced
Rariora R 6261 (M); SPS 6261 (S)
- 91 8 9 **SOULTRACK**—Or. Zhivago
MGM 116-051 (M); 116-051 (S)
- 16 7 10 **BEY GEESE**—First
A&M 35-223 (M); SP 35-223 (S)
- 13 11 11 **BOBBIE GENTRY**—Ode to Billie Joe
Capitol T 2630 (M); ST 2630 (S)
- 11 9 12 **FOUR TOPS**—Greatest Hits
Motown M 662 (M); MS 662 (S)
- 16 13 13 **ARETHA FRANKLIN**—Aretha Arrives
Atlantic R150 (M); SO R150 (S)
- 143 15 14 **SOUNDTRACK**—The Sound of Music
RCA Victor LSP 2905 (M); LSP 2905 (S)
- 18 12 15 **YOUNG RASCALS**—Groovin'
Atlantic R148 (M); SO R148 (S)
- 12 16 16 **SOUNDTRACK**—To Sir, With Love
Fontana F 27569 (M); SP 27569 (S)
- ★ 6 29 17 **STRAWBERRY ALARM CLOCK**—Incense & Peppermints
Unit 3014 (M); 73014 (S)
- 26 20 18 **ENGELBERT HUMPERDING**—Release Me
Parrot PA 6112 (M); MS 71012 (S)
- ★ 8 40 19 **VIKKI CARL**—It Must Be Him
Liberty LP 3533 (M); LST 7533 (S)
- 21 19 20 **ASSOCIATION**—Inight Out
Warner Bros. W 1696 (M); WS 1696 (S)
- ★ 10 26 21 **WES MONTGOMERY**—A Day in the Life
A&M LP 3001 (M); SP 3001 (S)
- 15 23 22 **DEAN MARTIN**—Welcome to My World
RCA Victor R 4202 (M); SPS 4202 (S)
- ★ 4 32 23 **CHONNIE WARRICK**—Golden Hits, Part 1
Scepter SRM 565 (M); SPS 565 (S)
- 26 24 24 **MONKEES**—Headquarters
Columbia COR 103 (M); COS 103 (S)
- ★ 4 48 25 **ANDY WILLIAMS**—Love, Andy
Columbia CL 2766 (M); CS 2766 (S)
- ★ 5 31 26 **BARBRA STREISAND**—Simply Stranded
Columbia CL 2660 (M); CS 2660 (S)
- 15 17 27 **BYRON**—Greatest Hits
Columbia CL 2716 (M); CS 2716 (S)
- 52 28 28 **TEMPTATIONS**—Greatest Hits
Gordy 919 (M); 919 (S)
- ★ 5 35 30 **LULU**—To Sir With Love
Epic LEP 2439 (M); RN 2439 (S)
- 15 30 31 **PETER, PAUL AND MARY**—Album 1700
Warner Bros. W 1700 (M); WS 1700 (S)
- 135 34 32 **HERB ALPERT & THE TIJUANA BRASS**—Whipped Cream & Other Delights
A&M LP 110 (M); SP 4110 (S)
- 13 28 33 **RIGHTeous BROTHERS**—Greatest Hits
Verve V 5020 (M); VHS 5020 (S)
- 31 25 34 **ANDY WILLIAMS**—Born Free
Columbia CL 2680 (M); CS 2680 (S)
- 10 36 35 **EDDY ARNOLD**—Turn the World Around
RCA Victor LPM 3869 (M); LSP 3869 (S)
- 13 22 36 **DIONNE WARRICK**—Windows of the World
Scepter SRM 563 (M); SPS 563 (S)
- 11 33 37 **SMOKEY ROBINSON & THE MIRACLES**—Make It Happen
Tamla T 276 (M); TS 276 (S)
- 9 38 38 **CLAUDINE LONGET**—The Look of Love
A&M LP 129 (M); SP 4129 (S)
- 18 37 39 **TEMPTATIONS**—With a Lot of Soul
Gordy M 922 (M); SPS 922 (S)
- ★ 6 54 40 **COWBILLS**
MGM E 4496 (M); SE 4496 (S)
- ★ 4 76 41 **TURTLES**—Golden Hits
White Whale WW 115 (M); WWS 7115 (S)
- 18 41 42 **SONNY & CHER**—The Beat of
A&M 35-219 (M); SP 35-219 (S)
- 11 43 43 **BEACH BOYS**—Smiley Smile
Brother T 9001 (M); ST 9001 (S)

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PACKAGES
AVAILABLE

8-TRACK
CASSETTE
REEL TO REEL

RIAA Million Sales LP
Star Performer

Weeks on Chart
Last Week
THIS WEEK

★ **STAR PERFORMER**—LP's on chart 15 weeks or less registering greatest week-to-date upward progress this week.

★ **ARTIST**—Title—Label & Number

- 12 42 44 **ERIC BURBON & THE ANIMALS**—The Winds of Change
Mercury M 4884 (M); MS 4884 (S)
- 19 21 45 **VARIOUS ARTISTS**—The Super Hits
Atlantic 201 (M); SO 501 (S)
- 9 58 46 **SOUNDTRACK**—Gone With the Wind
MGM 16-110 (M); 116-110 (S)
- ★ 14 56 47 **LENNY HOLMES & HIS ORK**—For a Few Dollars More
United Artists UAL 3608 (M); UAS 3608 (S)
- ★ 56 44 48 **SOUNDTRACK**—A Man & a Woman
("Un Homme Et Une Femme")
United Artists UAL 4147 (M); UAS 5147 (S)
- 12 55 49 **MANTOVANI**—Hollywood
London LL 2516 (M); PS 516 (S)
- 11 45 50 **STEVIE WONDER**—I Was Made to Love Her
Tamla T 276 (M); TS 276 (S)
- 113 53 51 **HERB ALPERT & THE TIJUANA BRASS**—Going Places
A&M LP 112 (M); SP 4112 (S)
- 36 51 52 **ARETHA FRANKLIN**—
I Never Loved a Man the Way I Love You
Atlantic R150 (M); SO R150 (S)
- 12 47 53 **PROCL HARUM**
Derm DE 1608 (M); DES 1608 (S)
- 45 39 54 **MONKEES**—More of the
Columbia COM 102 (M); COS 102 (S)
- 21 50 55 **ROLLING STONES**—Flowers
London LL 2509 (M); PS 509 (S)
- 13 52 56 **FRANK SINATRA**
Reprise R 1022 (M); PS 1022 (S)
- 15 59 57 **VENTURES**—Golden Greats By the
Liberty LRP 2053 (M); LST 8053 (S)
- 38 57 58 **JEFFERSON AIRPLANE**—Surrounding Pillow
RCA Victor LPM 2766 (M); LSP 2766 (S)
- 31 49 59 **BILL COSBY**—Revenge
Warner Bros. W 1691 (M); WS 1691 (S)
- 10 63 60 **JIMMY SMITH**—Respect
Dere V 8705 (M); MS 8705 (S)
- 15 60 61 **NANCY WILSON**—Lush Life
Capitol T 2757 (M); ST 2757 (S)
- 31 77 62 **CREAM**—Fresh
A&M 35-206 (M); SP 35-206 (S)
- ★ 9 79 63 **GLADYS KNIGHT & THE PIPS**—Everybody Needs Love
Soul S 706 (M); SS 706 (S)
- 13 62 64 **JAMES BROWN & THE FAMOUS FLAMES**—
Cold Sweat, Parts 1 & 2
King 1020 (M); S 1020 (S)
- ★ 5 99 65 **SOUNDTRACK**—Carnal
Warner Bros. W 1712 (M); WS 1712 (S)
- 53 67 66 **HERB ALPERT & THE TIJUANA BRASS**—S.R.O.
A&M LP 119 (M); SP 4119 (S)
- 4 81 67 **BUFFALO SPRINGFIELD**—Again
A&M 35-226 (M); SP 35-226 (S)
- 35 65 68 **CLAUDINE LONGET**—Claudine
A&M LP 121 (M); SP 4121 (S)
- 95 64 69 **ORIGINAL CAST**—Man of La Mancha
Kapp KL 4502 (M); KS 5502 (S)
- ★ 5 80 70 **WILSON PICKETT**—The Best of
Atlantic R151 (M); SO R151 (S)
- ★ 4 95 71 **RAVI SHANKAR**—
At the Monterey International Pop Festival
World Pacific WP 1442 (M); WPS 21442 (S)
- 10 66 72 **BOBBY VEE**—Come Back When You Grow Up
Liberty LRP 334 (M); LST 734 (S)
- 9 78 73 **MITCH RYKER**—All Hiss
New Voice NV 2004 (M); NVS 2004 (S)
- 18 61 74 **FOUR TOPS**—Reach Out
Motown M 640 (M); S 640 (S)
- 15 46 75 **BILL COSBY**—Simply Silver Thread
Warner Bros. W 1709 (M); WS 1709 (S)
- 10 75 76 **MARVIN GAYE & TAMMI TERRELL**—United
Tamla T 277 (M); TS 277 (S)
- 131 72 77 **HERB ALPERT & THE TIJUANA BRASS**—The Lonely Bull
A&M LP 101 (M); SP 4101 (S)
- 15 68 78 **PETULA CLARK**—These Are My Songs
Warner Bros. W 1696 (M); WS 1696 (S)
- 10 82 79 **JOHN GARY**—Campfire Ball Concert
RCA Victor LSC 1139 (M); LSO 1139 (S)
- ★ 4 91 80 **SAM & DAVE**—Soul Men
Sav 725 (M); S 725 (S)
- 83 69 81 **HERB ALPERT & THE TIJUANA BRASS**—What Now My Love
A&M LP 114 (M); SP 4114 (S)
- ★ 7 94 82 **RAMSEY LEWIS**—Dancing in the Street
Catal LP 724 (M); LPS 724 (S)
- ★ 7 114 83 **RAT CONNITT**—Hawthorn Album
Columbia CL 2747 (M); CS 2747 (S)
- 9 86 84 **AL MARTINO**—Mary in the Morning
Capitol T 2760 (M); ST 2760 (S)
- 49 85 85 **DIONNE WARRICK**—Here Where There Is Love
Scepter SRM 553 (M); SPS 553 (S)
- 39 71 86 **MAMAS & PAPAS**—Dinner
Dunhill D 50014 (M); OS 50014 (S)

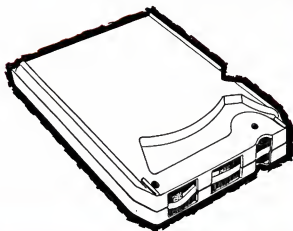
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REEL TO REEL

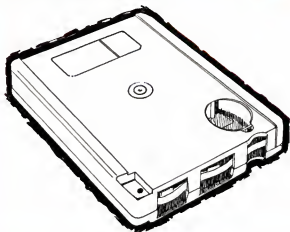
ON AMPEX

STEREO
TAPE

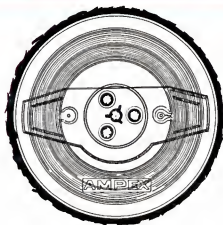
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4 TRACK CARTRIDGE



8 TRACK CARTRIDGE



OPEN REEL



CASSETTE

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it's probably on Ampex Stereo Tape! Just some of the artists on tape manufactured and produced in the Ampex tradition of quality include: Diana Ross and the Supremes, The Doors, Four Tops, Herb Alpert and the Tijuana Brass, Righteous Brothers, Peter, Paul and Mary, Mamas and Papas, Rolling Stones, Wes Montgomery, Frank Sinatra, Claudine Longet, Eric Burdon and the Animals, Mantovani, Lovin' Spoonful . . . just to mention a few. Notice how many of these artists are represented on the Top LP list on the opposite page.

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Merry Christmas

and thanks for making
my Atlantic album

"Cowboys And Colored People"

a best seller.

#8149

Flip Wilson



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SEATTLE.....CONSOLIDATED DIST.
ST. LOUIS.....ROBERT'S DIST.
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WICHITA.....PIONEER DIST.

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2:20

Produced By
H.L.R.
432

THERE'S REASONS WHY
(RENFRO, SMITH)
THE SCANDAL

DIVISION OF PEPPER SOUND STUDIOS, INC.

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TOP LP's

Continued from page 60

R&B Million Dollar LP Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE B-TRACK A-TRACK CASSETTE REEL TO REEL
				★ STAR PERFORMER —LP's on chart 13 weeks or less registering greater proportionate upward progress this week.	
	13	147	161	GLENN YARBROUGH—Honey & Wine RCA Victor LPN 3560 (M); LSP 3860 (S)	
	29	162	162	BAJA MARINER BAND—Heads Up A&M LP 123 (M); SP 4123 (S)	
	57	161	163	SIMON & GARFUNKEL—Parsley, Sage, Rosemary & Thyme Columbia CL 2363 (M); CS 9363 (S)	
	3	165	164	JACKIE WILSON—Higher & Higher Brunswick BL 54130 (M); BL 754130 (S)	
	3	166	165	NINA SIMONE—Silk & Soul RCA Victor LPN 3837 (M); LPS 3837 (S)	
	33	163	166	YAROBIRDS—Greatest Hits Epic LN 24246 (M); BN 25246 (S)	
	3	164	167	MYSTIC WOODS ORK—Mexican Trip Philips PNM 200-230 (M); PMS 600-230 (S)	
	53	121	168	ROGER WILLIAMS—Born Free Kapp AL 1501 (M); KS 3501 (S)	
	4	171	169	SOUL SURVIVORS—When the Whistle Blows Anything Goes Crismon CR 502 (M); CR 502 S (S)	
	86	168	170	ROLLING STONES—Big Hits (High Tide & Green Grass) London HEP 1 (M); HEP 1 (S)	
	18	157	171	BEACH BOYS—The Best of the Vol. 2 Capitol T 2706 (M); ST 2706 (S)	
	20	170	172	MOTHER OF INVENTION—Freak Out Verve V 50552 (M); VS-50552 (S)	
	23	173	172	ED AMES—Time, Time RCA Victor LPN 3834 (M); LSP 3834 (S)	
	77	179	174	YOUNG RASCALS Atlantic 8123 (M); SD 8123 (S)	
	43	172	175	ROLLING STONES—Between the Buttons London LL 3499 (M); PS 499 (S)	
	61	169	176	SOUNDTRACK—The Wild Angels Tower T 5043 (M); ST 5043 (S)	
	2	177	177	FERRANTE & TEICHER—Our Golden Favorites United Artists UAL 2556 (M); UAS 6556 (S)	

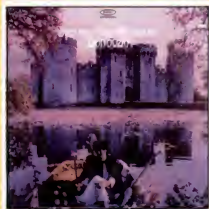
R&B Million Dollar LP Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE B-TRACK A-TRACK CASSETTE REEL TO REEL
	9	184	178	VELVET UNDERGROUND & NICO Newry V 5008 (M); VS-5008 (S)	
	12	175	179	SAN SEBASTIAN STRINGS—The Earth Warner Bros. W 1705 (M); WS 1705 (S)	
	1	—	180	PHIL DOHS—Pleasures of the Harbor A&M LP 123 (M); SP 4123 (S)	
	1	—	181	NOEL HARRISON—Collage Deprise R 6263 (M); RS 6263 (S)	
	4	182	182	MIRIAM MAKEBA—In Concert Deprise R 6253 (M); RS 6253 (S)	
	458	185	183	JOHNNY MATHEIS—Johnny's Greatest Hits Columbia CL 1132 (M); CS 9634 (S)	
	8	173	184	ARETHA FRANKLIN—Take a Look Columbia CL 2754 (M); CS 9544 (S)	
	2	187	185	EYDIE GORME—Greatest Hits Columbia CL 2754 (M); CS 9544 (S)	
	5	186	186	CHAD STUART & JEREMY CLOYE—Of Cabbages & Kings Columbia CL 2871 (M); CS 9471 (S)	
	1	—	187	CANNONBALL ADERLEY—74 Miles Away Capitol T 2852 (M); ST 2852 (S)	
	2	189	188	GLENN CAMPBELL—Gentle on My Mind Capitol T 2809 (M); ST 2809 (S)	
	1	—	189	KING CURTIS & HIS KINOPHONES—King Size Soul A&M LP 131 (M); SP 4131 (S)	
	2	197	190	STONE PONEYS—Evergreen, Vol. 2 Capitol T 2763 (M); ST 2763 (S)	
	25	191	191	4 SEASONS—New Gold Hits Philips PNM 200-242 (M); PMS 600-242 (S)	
	7	149	192	BURT BACHARACH—Reach Out A&M LP 131 (M); SP 4131 (S)	
	11	192	193	SOUNDTRACK—In the Heat of the Night United Artists UAL 4160 (M); UAS 5160 (S)	
	67	180	194	BEACH BOYS—The Best of, Vol. 1 Capitol T 2545 (M); ST 2545 (S)	
	2	196	195	PINK FLOYD Tower T 5093 (M); ST 5093 (S)	
	1	—	196	JIMMY SMITH—The Best of Verve V 8723 (M); VS-8723 (S)	
	1	—	197	HENRY MANCINI—Encore More of the Concert Sound of RCA Victor LPN 3887 (M); LSP 3887 (S)	
	2	199	198	TONY MARTINO—A Latin Love-In Prospect P 4 5019 (M); PS 5019 (S)	
	1	—	199	HOMBRES—Let It Out (Let It All Hang Out) Verve/Forsyth FT 3036 (M); FS 3036 (S)	
	22	—	200	MANTOVANI—Golden Hits London LL 3483 (M); PS 483 (S)	

Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

Produced by Mickie Most

DONOVAN

The smash new Donovan single—now an exciting new album!



LN 24349/BN 26349 Stereo

DONOVAN

From Donovan to the little ones of all ages. An album of irresistible appeal for all children, from pre-school to old school.



LN 24350/BN 26350 Stereo

DONOVAN

His music, his art, his poetry . . . all in a magnificently designed volume that includes the two LP's, a beautiful art portfolio, complete lyrics, and full color photographs.



L2N 6071/B2N 171 Stereo



A TOTALLY UNIQUE CONCEPT THAT ONLY AN ARTIST AS EXCITINGLY DIFFERENT AS DONOVAN COULD ACCOMPLISH...AND HE DOES...

ON 

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Christmas

Bowl 'em over with Capitol's 100-proof displays! "Gift of Music" Window & Counter Displays... Stop-'em-in-their-tracks Floor Merchandisers... Gift-Set Wire Rack Tell & Sell Stands... Christmas Catalog "Take One" Dispensers ... plus Santa's Bag Display Units with room to stock 300 Most-Wanted Best-Sellers from Capitol!



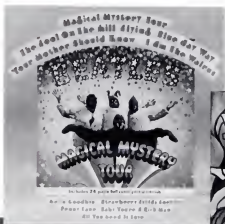
Gift-Set-Carrying Wire Rack Display Swivels, Turns Heads!



Colorful Floor Merchandiser With Pop-Up Cut-out. Fits Anywhere.

Full Color 3-D Window & Counter Displays, Easy to Assemble.

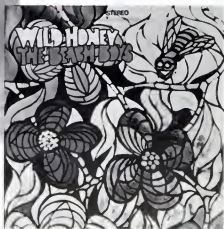
Punch from Capitol



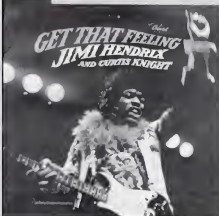
Intoxicating ingredients make your Christmas sales high this year! Capitol uncorks magnum hits...headed by THE BEATLES "MAGICAL MYSTERY TOUR"

THE BEACH BOYS "WILD HONEY"

JIMI HENDRIX "GET THAT FEELING."



Capitol's Christmas Product Mix: Hot LP's for Maximum Traffic! Top artists like Bobbie Gentry, Glen Campbell, Ella Fitzgerald, The Lettermen, Lou Rawls, Al Martino, Nancy Wilson, Stone Poneys, Frank Sinatra, Jackie Gleason, Dean Martin, Cannonball Adderley, Sen. Dirksen & Santa Claus.



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**The best
that was
yet to come
is here
now on**



The Sound of The Now Generation



V/V6-8719

**THE BEST OF ELIA
FITZGERALD**



V/V6-8720

THE BEST OF ARTHUR FINKEL



V/V6-5038

The Best Of Jimmy Smith



V/V6-8721



**THE
BEST
OF
CAL
TJADER**

V/V6-8725



V/V6-8714

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NEW SMASH SINGLE...

EXPLOSION

#1012

(IN MY SOUL)

SOUL SURVIVORS

A GAMBLE-HUFF PRODUCTION

PLUS

NEW SMASH ALBUM...



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Personal Management:
Howard Michaels
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Crimson LP-502
Produced by:
Nat Segall and The Soul Survivors

JUDY IN DISGUISE (with glasses)

TAKEN FROM
PAULA
LP 2197

PAULA 282

JOHN FRED AND HIS PLAYBOY BAND

Keep Your Eyes on Judy
She's Headed For
No. 1 in The Nation.



Just a Few Stations That Have Their
Eyes—on Judy in Disguise

KIST—Santa Barbara	KYA—San Francisco
WDAK—Columbus, Ga.	KMEN—San Bernardino
WDRG—Hartford, Conn.	KCBQ—San Diego
KVIL—Dallas, Texas	WQXI—Atlanta
KMBY—Monterey, Calif.	KFJZ—Fort Worth
WAYS—Charlotte, N.C.	KARY—Little Rock
KNUZ—Houston, Texas	KXOA—Sacramento
WKIX—Raleigh, N.C.	WNOX—Knoxville
WINX—Washington, D.C.	KFIV—Modesto
KTSA—San Antonio	WNOE—New Orleans
WKRR—Detroit	WTIX—New Orleans
KDKA—Pittsburgh	KOMA—Oklahoma City
WPOP—Hartford, Conn.	WKY—Louisville
KROY—Sacramento, Calif.	KQV—Pittsburgh
WCLS—Columbus, Ga.	WCAO—Baltimore, Md.
KALB—Alexandria	WIBG—Philadelphia
KIKS—Lake Charles	WPGC—Washington
KOTM—Pine Bluff	WKDA—Nashville
WMPS—Memphis	KONO—San Antonio
WLS—Chicago	WVLK—Lexington, Ky.
WCFL—Chicago	WMAK—Nashville
WKLO—Louisville	KNOE—Monroe
WGRD—Grand Rapids	KEEL—Shreveport, La.
WTOO—Toledo	WORC—Worcester, Mass.

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Chet Atkins

Male Vocalist of the Year:

Jack Greene

Female Vocalist of the Year:

Loretta Lynn

Entertainer of the Year:

Eddy Arnold

Instrumental Group of the Year:

Buck Owens Buckaroos

Comedian of the Year:

Don Bowman

Vocal Group of the Year:

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Donna Stoneman
Roni Stoneman

Album of the Year:

Jack Greene for
"There Goes My Everything"

Single of the Year:

Jack Greene for his single recording
"There Goes My Everything"



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FOR ALL OF TODAY'S AUDIENCE

RCA Inks Philadelphia in Bid for Orchestral Lead

• Continued from page 1

Columbia grabbed Vladimir Horowitz from Victor. The Philadelphia and the New York Philharmonic, with Columbia, rank 1-2 as orchestral record sellers according to Billboard's Record Market Research. The Philadelphia, however, has greater catalog strength with more titles reported. The Mormon Tabernacle Choir has recorded extensively with the Philadelphia.

The acquisition is the second major orchestra obtained by Victor recently. Red Seal has issued its first two albums by the Chamber Symphony of Philadelphia this fall. Victor also has contracts with the Boston Symphony, the Boston Pops, the Chicago Symphony. The switch leaves Columbia with only two American orchestras under contract: the Cleveland Orchestra directed by George Szell and the Philadelphia, whose music director, Leonard Bernstein, is retiring after next season. He will continue as conductor emeritus, however. Conductors lose

Stravinsky and Robert Craft also record for Columbia.

Other Contracts
Victor has exclusive contracts with conductors Morton Gould, Andre Previn and Georges Pretre, Seiji Ozawa, under contract to Red Seal, also records for CBS with his Toronto Symphony. Jack Feiffer probably will produce the Philadelphia's return to Victor under the long-term agreement which becomes effective next May 21.

Two other American orchestras have signed recording contracts this year, the Los Angeles Philharmonic with London and the Dallas Symphony with Vox, which has released that orchestra's material on its low-price Turnabout label. London's waxing of the Los Angeles was the first time a European-based company has recorded an American orchestra in this country.

Other American orchestras with record affiliations are the Philadelphia Symphony with Command, the Cincinnati Symphony and the Princeton Chamber Orchestra, with Decca, and the Utah Symphony with Vanguard.

The Louisville Orchestra produces its own recordings on the Louisville label, a practice discarded by the Seattle Symphony. In addition, Mercury is recording an album with the San Antonio Symphony.

Leopold Stokowski and the American Symphony, who have recorded for Columbia, Victor, Decca, Vanguard and CRI, have no exclusive label tie. Among the other American orchestras not now with record-

STATEMENT BY CBS' DAVIS

NEW YORK — Commenting on the loss of Eugene Ormandy and the Philadelphia Orchestra to RCA Victor, Clive J. Davis, president of CBS Records, said, "Over a quarter of a century we have had the privilege of presenting the orchestra on records in a broad repertoire which ranges from baroque through 20th-Century compositions."

"During the next three to four years, we will be able to complete the cycle of recordings of the Philadelphia Orchestra on Columbia Masterworks from the material we have yet to release."

ing contracts are the Minneapolis Symphony, Detroit Symphony, St. Louis Symphony, San Francisco Symphony, Houston Symphony and the Washington National Symphony, all of whom previously recorded extensively.

First Recording
The Philadelphia's first recording was made in 1917 under Stokowski for the Red Seal label of the Victor Talking Machine Co., at Camden, N. J. The orchestra recorded continuously for Victor through 1943, when it switched to Columbia. Ormandy first recorded for Red Seal in 1931 with the Minneapolis. His first Victor pressings with the Philadelphia were in 1936, the beginning of his 32 years with the orchestra. This association continued through 1943, including disks with such artists as Arthur Schnitzler, Kirshenblatt, Jascha Heifetz, Fritz Kreisler, Dorothy Maynor, Lauritz Melchior, Serge Rachmaninoff and Emanuel Feuermann.

Ormandy and the Philadelphia have received three gold records from the RIAA for Handel's "Messiah," "The Glorious Sounds of Christmas" and "The Lord's Prayer." The last album was with the Mormon Tabernacle Choir.

The new contract was negotiated for Victor by Roger Hall, Red Seal ad manager, who was manager of the Philadelphia before he joined Victor in 1963. Ormandy, who had been conducting in Europe, flew here to inform members of the orchestra of the change and to attend a press conference at the Academy of Music here on Tuesday (28). Norman Ruscini, vice-president and general manager of the RCA Victor Record Division, and C. Winton Blair Jr., president of the Philadelphia Orchestra Association, also addressed the conference.



SIMON ESTES (on barrel) sings "Simon Estes" at the premiere of the first American production of Gunther Schuller's "The Visitation" with the San Francisco Opera. The performance drew critical acclaim.

London Issues 3-Album Set of Complete 'Elektra'

NEW YORK — London Records is issuing an unstaple package of Richard Strauss' "Elektra" as part of its last release of the year, which features vocal recordings. The three-LP set, which restores sections usually cut, stars soprano Birgit Nilsson in the title role. Other soloists are soprano Marie Collier, mezzo-soprano Regina Resnik, baritone Tom Krause, and tenor Gerhard Stolze. George Solti conducts the Vienna Philharmonic.

Three operatic highlights albums, two of previously released complete versions, also are slated. The two Rossini's "La Cenerentola" with

Giulietta Simionato, Sesto Bruscantini, Ugo Benelli and Paolo Montarsolo, with Oliviero De Fabritius conducting, and Donizetti's "Don Pasquale" with Fernando Corena, Grazia Scutti, Juan Oncina and Krause, Kertesz conducting. The other highlights disk has Anna Slika, James King and Dietrich Fischer — Dieckau in Puccini's "Tosca" in German with Lorin Maazel conducting.

Soprano Elena Suliots offers an Italian operatic recital, while soprano Regine Crespin sings songs of Schumann, Wolf, Debussy and Poulenc. Due later this month is a New Year's or Christmas program conducted by Will Boskovsky.

Rampal & Veyron-Lacroix: A Double-Barreled Concert

NEW YORK — Flutist Jean-Pierre Rampal and harpsichordist Robert Veyron-Lacroix offered an exciting expert joint recital at Philharmonic Hall on Nov. 24 ranging from baroque

to 20th century. The large hall was almost packed, a tribute to the two superb French artists since the Carnegie Hall competition was a sold out Vladimir Ashkenazy concert.

Two early Mozart sonatas were high spots of the evening, the "Sonata in B, K. 15" and the "Sonata in G, K. 14." Both were highly requiring flexibility. Epic Records has the complete Mozart flute-harpichord sonatas by Rampal and Veyron-Lacroix are in Epic sonatas as are the Handel concertos. Ha del's "Sonata in G" opened the program.

Another delight was Leclair's "Sonata in G," which the two have recorded on L'Oiseau Lyre. Couperin's "Fourth Concert Royal," also included, has been waxed by Societe Française du Son. The pair also appear on Telefunken, Nonesuch, Turnabout and Dover. Rampal's extensive list of labels also includes Vox, RCA Victor, Angel, Pirouette, Everest, Mercury, London, Music Guild, and EMI. Veyron-Lacroix also is on Westminster and Victor.

The excitement throughout the evening was heightened by the pair's three encores, which ended with an ibert piece enabling Rampal to display flawless fluency. Even the raising of the house lights failed to still the cheering audience, an unusual occurrence for a recital.

FRED KIRBY

OPERA REVIEW

'Falstaff' Enriched Barbieri & Guerrero

NEW YORK — Fine all-around performance by Fedora Barbieri and Frank Guerrero enriched Verdi's "Falstaff" at the Metropolitan Opera on Nov. 28. Ezio Flagello in the title role and Judith Raskin as Nanetta also were in good voice.

Miss Barbieri, returning to the company this year after too long an absence, was superb as Dame Quickly, secure, in full voice, and flawless in acting. She has recorded the role for Angel with a cast including Tito Gobbi, Elisabeth Schwarzkopf, Anna Moffo and Luigi Alva. Herbert von Karajan conducted. She also appears on RCA Victor and Everest.

The role of Ford has long been a specialty of Guerrero's, having recorded it years ago with Arturo Toscanini and the NBC Symphony for Victor. As usual, his interpretation was impeccable, especially in his second act monopoly. He also has recorded for Columbia.

Flagello, possessed with one

of the finest bass voices around, was rich and sonorous, but sounded a bit youthful for the venerable Falstaff. Flagello's most recent recording was as Leporello in Donizetti's "Don Giovanni." He also has recorded for Victor and London.

His Raskin's high tones glowed, particularly in the last act and, as usual, she was visually stunning also. Tenor George Shirley, who played opposite her, was a capable Fenton, while Phyllis Curtin and Mildred Miller sang well as Mrs. Ford and Mrs. Page respectively. Also contributing to the good ensemble effort were Andrea Vels and Norman Scott.


The conducting of Bruno Amadeucci, debuting with the Met this season with "Falstaff," however, lacked sparkle. Amadeucci recorded a Grand Prix Disque in 1955 for Gramophone's "Il Maestro di Capella" on British Decca and London. The recording is no longer in the catalogue.

FRED KIRBY



ALEXANDER TCHEREPNIN, left both photos, meets with pianist Sviatoslav Richter and conductor Kiril Kondrashin, right, during the composer's Soviet Union tour as the guest of the Union of Soviet Composers. It was the Russian-born composer's first visit to his homeland in more than 49 years.

BEST SELLING CLASSICAL LP's

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
							
1		WEST MEETS EAST Yehudi Menuhin/Ravi Shankar, Angel 36418 (M); S 36418 (S)	22	21	25	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	70
2	3	LEONTYNE PRICE—PRIMA DONNA, VOL. 2 RCA Victor LM 2958 (M); LSC 2958 (S)	10	22	12	ART OF DENNIS BRAIN Seraphim 60040 (M); (No Stereo)	29
3	2	PUCINI: LA RONGINE (2 LP's) Mafra/Berens/RCA Italiana Orch. & Chorus (Moliner-Pradelli), RCA Victor LM 7008 (M); LSC 7048 (S)	13	23	17	PHILHARMONIC: RHAPSODY IN BLUE New York Philharmonic (Bernstein), Columbia ML 5412 (M); MS 6091 (S)	68
4	10	BETHOVEN: NINTH SYMPHONY Mormon Tabernacle Choir/Philadelphia Orch. (Ormandy), Columbia ML 6416 (M); MS 7016 (S)	14	24	20	PROKOFIEV: IVAN THE TERRIBLE (2 LP's) Various Artists/U.S.S.R. Symphony (Slushevich), Melody/Angel RB 4103 (M); SRB 4103 (S)	7
5	4	VERDI: LA TRAVIATA (3 LP's) Cabeilly/Bergonsi/Mintzes/RCA Italiana Orch. (Prete), RCA Victor LM 6180 (M); LSC 6180 (S)	7	25	30	MAHLER: SYMPHONY NO. 3 Shirley Verast/Boston Symphony (Lainsdorf), RCA Victor LM 7046 (M); LSC 7046 (S)	7
6	8	MAHLER: SYMPHONY NO. 8 (2 LP's) Various Artists/London Symphony (Bernstein), Columbia MZL 351 (M); MZS 751 (S)	44	26	35	WAGNER: DIE WALKÜRE (5 LP's) Crespin/Vickers/Various Artists/Berlin Philharmoniker (Von Karajan), DGG 39 229/233 (M); 139 229/233 (S)	30
7	6	HOMAGE TO GERALD MOORE (2 LP's) De Los Angeles/Schwarzopf/Fischer-Bleskau, Angel (No Mono), SCL 3695 (S)	5	27	32	HOROWITZ IN CONCERT Vladimir Horowitz, Columbia MZL 357 (M); MZS 757 (S)	1
8	7	PUCINI: MADAME BUTTERFLY (3 LP's) Scotta/Berens/Various Artists/Rome Opera House Orch. (Barbailo), Angel (No Mono), SCL 3702 (S)	10	28	—	MAHLER: SYMPHONY NO. 2 (2 LP's) Sitz/Koppel/Wehr Symphony (Karsenty), Vanguard Cardinal Series (No Mono), G 7003/4 (S)	1
9	11	BERNSTEIN'S GREATEST HITS New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	25	29	22	MAHLER: DAS LIED VON DER ERDE King/Dietrich Fischer-Bleskau/Vienna Philharmonic Orch. (Bernstein), London OM 3600a (M); OS 26005 (S)	40
10	9	BETHOVEN: COMPLETE NINE SYMPHONIES (8 LP's) Berlin Philharmonic (Von Karajan), DGG (No Mono), SKL 101/108 (S)	30	30	29	ART OF GERALD MOORE Various Artists, Seraphim 60044 (M); (No Stereo)	14
11	5	PUCINI: TOSCA (2 LP's) Nelson/Godt/Fischer-Bleskau/Various Artists (Wezell), London A 4267 (M); GSA 1267 (S)	12	31	39	OFFER: CATTOLI CARMINA Blegen/Krespiel/University Choir, Philadelphia Orch. (Ormandy), Columbia ML 6417 (M); MS 7017 (S)	4
12	13	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	88	32	34	PENNEREC: PASSION ACCORDING TO ST. LUKE (2 LP's) Various Artists/Talzer Boy Choir, PCA Victrola VIC 6015 (M); VIC S 6015 (S)	3
13	14	RACHMANINOFF: SYMPHONY NO. 1 Philadelphia Orch. (Ormandy), Columbia ML 6386 (M); MS 6986 (S)	19	33	31	HOLST: THE PLANETS New Philharmonic Orch. & Chorus (Boult), Angel 36420 (M); S 36420 (S)	26
14	9	OFFER: CARMINA BURANA New Philharmonic Orch. (De Burgos), Angel 36333 (M); S 36333 (S)	68	34	33	BRITTEN: A MIDSUMMER NIGHT'S DREAM (3 LP's) Various Artists/London Symphony (Britten), London A 1385 (M); GSA 1385 (S)	4
15	15	MAHLER: SYMPHONY NO. 9 New Philharmonic (Klemperer), Angel 3708 (M); S 3708 (S)	7	35	35	BERNSTEIN CONDUCTS NIELSEN Israel Orchest./New York Philharmonic (Bernstein), Columbia ML 6428 (M); MS 7028 (S)	4
16	16	OVORAK: SYMPHONY NO. 9 (New World) NBC Symphony (Toscanini), RCA Victor VIC 1249 (M); (No Stereo)	9	36	—	BELLINI: BEATRICE DI TENO (3 LP's) Sutherland/Various Artists/London Symphony (Bonyea), London A 4304 (M); GSA 4304 (S)	1
17	21	FRIITZ WUNDERLICH: LYRIC TENOR Seraphim 60043 (M); S 60043 (S)	8	37	38	HATVANI ON MT. SCOPUS Israel/Land Philharmonic (Bernstein), Columbia ML 6453 (M); MS 7053 (S)	2
18	17	PROKOFIEV: CHODERELLA (2 LP's) Moscow Radio Symphony (Rozdestvensky), Melody/Angel R 4102 (M); SRB 4102 (S)	1	38	—	GERSHWIN: RHAPSODY IN BLUE Estravento/Philadelphia Orch. (Ormandy), Columbia ML 6413 (M); MS 7013 (S)	2
19	24	TCHAIKOVSKY: QUEEN OF SPADES (4 LP's) Bolshoi Theatre (Khaimin), Angel (No Mono), SRD 4104 (S)	4	39	—	HANDEL: MESSIAH (3 LP's) Schwarzopf/Hoffman/Gedde/Various Artists/Philharmonia Orch. (Klemperer), Angel CL 3657 (M); SCL 3657 (S)	1
20	23	RACHMANINOFF: CONCERTO NO. 2 Van Cliburn, Chicago Symphony (Reiner), RCA Victor LM 2601 (M); LSC 2601 (S)	38	40	40	ON PARADE Soviet Army Chorus & Band, Melody/Angel R 40018 (M); SR 40018 (S)	2

BEST SELLING LOW-PRICED CLASSICAL LP's

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1		DYKAK: SYMPHONY NO. 9 (New World) NBC Symphony (Toscanini), RCA Victor VIC 1249 (M); (No Stereo)	9	1		BETHOVEN: COMPLETE NINE SYMPHONIES (8 LP's) NBC Symphony (Toscanini), RCA Victor VIC 8000 (M); (No Stereo)	1
2		FRIITZ WUNDERLICH—LYRIC TENOR Fritz Wunderlich, Seraphim 60043 (M); S 60043 (S)	8	2		WUNDERLICH IN VIENNA Fritz Wunderlich, Melodex H 25051 (M); MS 25051 (S)	1
3		ART OF DENNIS BRAIN—Dennis Brain, Seraphim 60040 (M); (No Stereo)	1	3		RICHARD TAUBER—Richard Tauber, Seraphim 60051 (M); (No Stereo)	1
4		ART OF GERALD MOORE—Various Artists, Seraphim 60044 (M); (No Stereo)	1	4		PUCINI: LA BOHEME (2 LP's) Various Artists/RCA Victor Orch. (Brecht), Seraphim 18 6000 (M); (No Stereo)	1
5		PENNEREC: PASSION ACCORDING TO ST. LUKE—Various Artists/Talzer Boy Choir/Colonne Radio Chorus & Symphony Orch. (Czyz), RCA Victor VIC 6015 (M); VIC 6015 (S)	1	5		IVES: HOLIDAYS—Dellus Symphony (Johnson), Turnabout (No Mono); 34146 (S)	1
6		FRIITZ WUNDERLICH OPERATIC RECITAL—Fritz Wunderlich, RCA Victor VIC 1235 (M); VIC 1235 (S)	1	6		FRIITZ WUNDERLICH OPERATIC RECITAL—Fritz Wunderlich, RCA Victor VIC 1235 (M); VIC 1235 (S)	1

WALTER BERRY, baritone, and his wife, mezzo-soprano Christa Ludwig, sing with Leonard Bernstein and the New York Philharmonic during the taping of a Young People's Concert on Dec. 25. The Austrian singers will be making their national U. S. TV debuts.

Friedman OK In Technique

NEW YORK — Violinist Erick Friedman showed expertness of technique in his Philharmonic Hall concert on Sunday (26) with a sweetness rather than a fullness of tone. The RCA Victor artist was at his best in short display pieces, such as Paganini's "Caprice No. 5, Op. 1" and "Moto Perpetuo," although some of the best tone of the evening was offered in the Andante movement of David Aram's "Sonata."

A romantic encore, variations on Bizet's "Carmen," also was effectively played. Pianist Joseph Seiger assisted in most of the program, which opened with Bartok's "Sonata No. 4 in C Minor, BWV 1017." In the Bach piece Friedman was joined by harpsichordist Bruce Princet. Joseph and Dick Brown on the viola da gamba. **FRED KIRBY**

Master Virtuosi Out on Own Label

NEW YORK — The Master Virtuosi of New York will be featured in a series of recordings on its own label under the Master Virtuosi Recording Society. Being issued in conjunction with the group's Philharmonic Hall concert, the first album, a current release, contains Haydn's "Overture in D" and "Divertimento in C (Der Geburtstag)," and Clementi's "Concertante for Two Flutes in G," all of which have been performed recently under Gene Farrell, the group's founder and music director. A "Surprise Mystery Selection" also is included. The album will cost for \$3.50 monaural and stereo.

Classical Notes

The Cleveland Orchestra will give 15 concerts for elementary and high school students from Monday (4) through Friday (8). James Levine and Michael Chasin, assistant conductors, will conduct the orchestra with the orchestra will include violinist Peter Setzer, violist Albert Chaffin, flutist Maurice Sharp, clarinetist Robert Marcellini, and pianist Joella Jones. Levine and Chasin will be joined by cellist Harry Shapiro. "I'll be soloist with Leopold Stokowski and the American Symphony at Carnegie Hall on Monday (4),

repeat of the Sunday (3) program. Pianist Daniel Barenboim gives recitals at Oberlin, Ohio on Tuesday (5), White Plains, N. Y. on Friday (8) and Mamaroneck, N. Y. on Saturday (9). He performed at Carnegie Hall on Feb. 15. Stanislaw Skrowaczewski conducts the Boston Symphony on Friday (8) and Saturday (9). Tenor Hughes Cuenod gave a recital on Thursday (30) at New York University's La Maison Française. Checkmate Records' current release has a Beethoven album with

Karl Ristcapart and the South German Philharmonic and a Haydn set with Leslie Jones and the Orchestra of London. . . The Bell Telephone Hour will celebrate the 91st birthday of Pablo Casals on Dec. 29 with a program based on the life of the cellist-conductor. Zarin Mehta conducts the first performance of the Metropolitan Opera's new production of Bizet's "Carmen" on Friday (15). Featured will be Grace Bumbrey in the title role. Nicola Gedda as Don Jose, Jeanette Folia as Micaela,

and Justino Diaz as Escamillo. Bonaldo Giaiotti appears in Mozart's "Die Zauberflöte" for the first time at the Met on Tuesday (12). Tenor Peter Scherler debuts with the Met in that opera on Dec. 25. . . The Cincinnati Symphony will hold a concert for young artists, ages 7-12, on Jan. 13. Erich Kunzel will conduct the orchestra with the winning soloists in Tchaikovsky's 18 Junior high school concerts. They also will appear at a May concert of the Cincinnati Youth Symphony.

Everybody benefits when everybody gives



Country Music

Lack of Promotional Know-How By Mgrs. Hurting Artists: Lamb

NASHVILLE — The primary factor in failure to turn most country artists into "complete" entertainers is lack of personal management, according to Charlie Lamb.

Lamb, who left the publishing business less than a year ago and entered into the field of personal management, said many of the artists of today have the ability and talent to reach the zenith, but lack the image and polish proper management can provide.

"The stars from Nashville who have made it big have done so under the guidance of individual management," Lamb said. He cited Elvis Presley as an example. "Presley was a gospel-country singer when he came here from Memphis, and Tom Parker took him over. The Colonel built him into a complete star—records, movies, TV, personal appearances."

Brenda Lee Cited Lamb said Brenda Lee had attained almost complete stardom under Dub Albritten. "While a pop singer rather than country, Brenda had her roots

here, and then Dub took over and really made a polished performer out of the young lady."

He noted that Miss Lee had been particularly successful in recording, club dates and TV, although "he hasn't yet made it big in movies." Lamb said he felt this was an untapped facet of her talent which Albritten was developing.

"If Eddy Arnold had been directed by strong management years ago he would have attained today's heights long before now," Lamb noted. "Right now Arnold is the biggest name in the business, but he could have reached earlier and even greater success with the abilities he has."

Lamb said the "average, strongly talented" country singer today either has no manager at all, or has placed his or her managership in the hands of a booker, a promoter, or someone else with multiple activities.

"No big pop star would dream of functioning without a manager," Lamb said. He pointed out that Ray Price's

move in this direction lately has aided his cause appreciably, and will do even more for him.

"No one who does not devote his time exclusively to management can give the time, the effort, the sacrifice necessary to do justice to an artist," Lamb contended. "I'm not putting these people down. They do as much as they possibly can with the time they have. But a manager should create an image, should help promote, should handle finances, be an adviser in personal life, be a critic, and work around the clock to elevate the artist to star status."

Lamb currently manages RCA Victor's Connie Smith and Ed Bruce. Most of his work, to now, has been with Miss Smith. The manager says he changed her wardrobe, given her exposure she had not thought possible before, and raised her price accordingly.

This, he said, helps the booker in the long run, because it opens new avenues to him.

WSM, 'Opry' Promotion Mgr. Quits to Form Own Company

NASHVILLE — Mrs. Emily Bradshaw, promotion manager for WSM and the "Grand Ole Opry," has resigned to form her own corporation here, Promotion by Emily.

A strong facet of her new operation will be Jim Ed Brown Enterprises, which will oversee the promotion of the artist's publishing firm.

Her clients will include a leading songwriter and owner of WSM Publishing Co. Inc. She plans to announce limited number of additional clients in the near future.

Mrs. Bradshaw, who had been with WSM for 11 years, was responsible for the promotion of all 52 artists of the "Opry" and for all of the activities

of WSM Radio. She also planned and implemented activities for the Birthday Celebration of the "Opry," which this year brought more than 5,000 representatives of the music industry to the convention in Nashville.

Mrs. Bradshaw attended Landon College and the Chicago Conservatory of Music, and was associated with the music library of WSM prior to her move into the promotion departments. She also was director of the National Ent. Chorus.

The will open an office here Jan. 1. Mrs. Bradshaw also serves on the international committee of the Country Music Association, co-chaired by Dick Broderick, RCA Victor, and Billboard publisher Hal Cook.

Forrest, III., Nightclub Adopts Country Format

FORREST, III. — The Terrence, a new supper club seating 1,000, has adopted a country format with both bar and dancing by Lee Stoller, manager of singer Crissy Lane. The club is owned by Glenn Terrell.

Under the code of Jim Tompall and the Glazer Brothers, the Compton Brothers and Crissy Lane, with Chris Lane of WJLB, Chicago, as emcee.

Country Bookers at Parley

CHICAGO — Country music bookers in increased numbers attended this year's Outdoors Convention here, indicating a surge of bookings of country acts to rival the pop acts in the field and local fair.

Agencies from the country industry represented included Moeller, Talent, Hubert Long, Teddy Neill Agency, Jim Kline Agency, J. Hal Smith Agency, Aud-Lee Agency and Acuff-Rose.

Miss Lane will be a regular performer at the club, and Lane will handle the introductory chores on a steady basis.

Stoller said he already has booked such acts as David Houston, Jerry Pinkston, Hetch Show Print, Nashville, said his firm had done more Fair posters for country last year than ever before in history. He added that as far as his printing company was concerned, the country music business had shown a boom in the past three years. Hetch Show Print is owned primarily by W. E. (Lucky) Moeller.

Cash, Foley To Aud-Lee On Fair Dates

NASHVILLE — The Aud-Lee Agency, managed by Buddy Lee, has taken over two top country acts for fair bookings, the first time either has gone into an agency for handling of any sort.

The entire Johnny Cash package will be handled by Aud-Lee, as well as the Red Foley show. Cash will continue to be managed by Sol Hoffer for all other non-fair bookings, and Foley by Dub Albritten under the One-Niters branding.

The Cash package will include June Carter, the Carter Family, the Statlers and Carl Perkins. The latter has just been added to the name.

This brings to six the number of packages booked by Aud-Lee. The others including a grouping of Merle Kilgore, Tommy Cash, Vernon Oxford, Pat McKinney and Marvin Rainwater; Lefty Frizzell, Lole Johnson and Rusty Anderson; Conway Williams Jr., Delores Smiley and the Cheatin' Hearts; Wilma Lee and Stony Cooper, the Clinch Mountain Clan and Curley Fox.

Lee said he had already made some inroads into next year's fair bookings, contacting managers at their convention in Chicago.

Dot Steps Up C&W Outing

NASHVILLE — Dot Records will step up its activity in the country field to the point where it is turning out a minimum of a new single weekly from Nashville and Los Angeles.

Henry Hurt, Nashville representative for Dot and Famous Music, said he has completed a number of contracts with Brothers in Nashville, which will be released shortly, and that other artists will be signed

Nashville Scene

by BILL WILLIAMS

The videotaping schedule of Minnie Pearl for national TV has pulled her into the limelight. Her early return appearance on the "Dean Martin Show," has cut her absence from the air to a minimum. "Woody Woodbury Show," and the "Pat Boone Show" plus a live appearance on the "Jerry Bishop Show." She also is set to tape another "Mike Douglas Show" and the "Maury Povich Show." Halsey reports plans are in the talking stage of one of the networks for a situation comedy starring Minnie. . . . Hickory artist Sue Thompson spent more time out of the country this year than in. Her "Dear Boy" is a big favorite in Europe and Asia. . . . Personal appearances at the Buckley record shops numbers 2 and 3 included Gene Head, Carter: Wilma Lee and Stony Cooper, Decca: Porter Wagoner, RCA Victor: Merle Kilgore, Columbia: Vernon Oxford, RCA Victor, and the Four Gays, Sincere. . . . Jerry Wallace, Liberty, appeared on his radio show and will appear to make television appearances in Nashville.

River, who last appeared on the "Grand Ole Opry" as a child, made a reappearance recently. He released a single after the first of the year. Forgetting her own autograph, she played the instrument belonging to Bobby Lord on the "Bobby Lord Show." . . . WVA Jamboree star, Alvin, released a single.

Jim Gemmill of Richmond, Va. The Gemmill firm co-ordinates the fair circuit in Virginia, West Virginia, Maryland, Pennsylvania and New York for Long Island. . . . Herman De Geyer, of Radio BRT-ENT, in Denderhout, Belgium, said country music is being programmed in his part of the world. Jim Reeves, he said, still is not followed. . . . Delores Owens, in female tights, Loretta Lynn is top, followed by Wanda Jackson. The Wilburn Brothers are the top vocal group, and Merle Haggard's "The Fugitive" was the most requested number of the year. BRT-ENT is a nationwide station, reaching listeners 150 million in Holland and France.

The Nashville Room at the Taft in New York has slated more headlines. Following Jim Ed

Brown, Bill Wilbourn and Kathy Morrison, Lee Arnold has scheduled a number of appearances. Leon Ashley, Margie Singleton and Kenny Price, Charlie Louvin, New Year's Eve, Dot: West and Sleepy LaBeef, Bobbie Lewis, Tompall and the Glazers and, on New Year's Eve, Dot: West and The Heartbeats. . . . Chubby Howard has taken a brief leave of absence from his position at KMO, Tacoma to make a 10-day trip to Alaska for appearances with Slim Simpson. . . . Johnny "K" at WFLD visited by Aaron Young, Ray Fallow and Bobby Lord.

Sony James made another appearance on the "Jerry Bishop Show." WJLB's Chris Lane to visit Bishop while on the coast. The Tiger Recording of Jim and Lynn's "Heartbreak Shop" is getting strong air play in Czechoslovakia, Holland and South America. . . . The Academy of Country and Western Music has opened ticket sales for its third annual awards-dinner show set for March 22 at the Auditorium of the University Hills. . . . "I'm Movin' On," which was a top country hit 17 years ago, is expected to be well on its way to making it the second time around, this time by Roy Acuff.

A special birthday party (his 78th) was held here for Vito Pelletieri, the "Grand Ole Opry" of the Grand Ole Opry." He has been the show's stage manager for as long as anyone can remember.

The recent Skeeter Davis-Don Bowman recording session in Nashville, the first time the two have been taken and spices required. The two songs, "Baby, It's Cold Outside" and "I'm Movin' On" went through 40 takes and 80 splices. The primary reason: Bowman and Davis were both from

Those who have inquired about the whereabouts of Curley Fox, who has been in the country living in Indiana, in the Chicago area, with his daughter, and said is on his way back to learn. . . . Minnie Pearl's Fried Chicken franchises were represented at Chicago's International Convention. . . . Delores Smiley. . . . Marti Brown completed a tour with the Home-landers. She took her to Tokyo, Korea, Okinawa, Taiwan, the Philippines, Bangkok and Viet Nam. . . . The Nashville Room to Tokyo to join the Sheb Wooley show which will take her back to the way zone. In the past two years she has covered the Caribbean, Alaska and the Aleutians, and "Far East."

CLUB REVIEW

Newman Mixes Bayou With Country Into Said Act

NEW YORK — Many styles of music have influenced country music over the years. One form of music that hasn't had as much influence as the others is rap. It has slipped into the country music scene periodically, is a Louisiana-deep East Texas sound commonly called Cajun music. Often, a Cajun song explodes to national popularity, unaltered usually by other influences. Yet, it has been, even as it has been accepted in the country field. An example is "Jambalaya." This was one of the tunes presented

Tuesday (21) by Decca's Jimmy Newman, who keys his entire Nashville Room act on a bayou sound. Yet, Newman is a fine country performer in the parade of his current hit, "Blue Lined Winter," is a beautiful ballad and was beautifully performed.

His act, however, was a blend of bayou and ballads. He switched from his country hits to a medley of the "Falling Star" to the Cajun hit, "Jolie Bon," and followed this with a strong up-tempo ballad, "I'm in a Cajun Mood." Newman wrapped up a highly entertaining evening with "Louisiana Saturday Night."

Leading off the evening's entertainment were the Boys From Shiloh, a bluegrass group that was part share on tunes like "Dobro Chines," "Ballad of Jed Clampett," and "Bill Bailey."

CLAUDE HALL

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Merle Haggard

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Country Music


HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY For Week Ending 12/9/67

* STAR Performer—Sides registering greatest proportions upward progress this week.

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
★	1	IT'S THE LITTLE THINGS Sonny James, Decca 5907 (Manson, BMI)	12	★	43	I'D GIVE THE WORLD Warner Mack, Decca 32211 (Page Boy, SESAC)	5
★	2	WHAT LOCKS THE DOOR Jack Greene, Decca 32190 (Acclaim, BMI)	11	★	41	TUPALO MISSISSIPPI FLASH Larry Reed, RCA Victor 9324 (Vocal, BMI)	6
★	3	IT TAKES PEOPLE LIKE YOU (To Make People Like Me) Buck Owens, Capitol 2001 (Blue Book, BMI)	9	★	39	MAKE A LEFT AND THEN A RIGHT Johnny & Julia Husky, Capitol 5900 (Central Song, BMI)	10
★	4	YOU MEAN THE WORLD TO ME David Houston, Epic 13224 (Gallico, BMI)	12	★	40	HEAVEN HELP THE WORKING GIRL Hanna Joan, RCA Victor 9362 (Wilderness, BMI)	4
★	5	WHAT KIND OF A GIRL (Do You Think I Am?) Loretta Lynn, Decca 32184 (Sure-Fire, BMI)	12	★	41	GOODY GOODY GUMDROPS Wilburn Brothers, Decca 32169 (Sure-Fire, BMI)	14
★	13	BURNING A HOLE IN MY MIND Connie Smith, RCA Victor 9235 (Decca, ASCAP)	7	★	45	EVERYBODY OUGHT TO SING A SONG Dallas Frazier, Capitol 2011 (Blue Crest, BMI)	5
★	17	BY THE TIME I GET TO PHOENIX Glen Campbell, Capitol 2015 (Rivers, BMI)	7	★	43	WEAKNESS IN A MAN Ray Drusky, Mercury 72742 (Gallico, BMI)	5
★	8	DOES MY RING HURT YOUR FINGER Country Charlie Pride, RCA Victor 9281 (Jende, ASCAP)	15	★	44	THE ONLY WAY OUT (Is to Walk Over Me) Charlie Kitchens, Capitol 2007 (Central Song, BMI)	6
★	15	IF MY HEART HAD WINDOWS George Jones, Musicor 1022 (Gold/Blue Crest, BMI)	10	★	45	LOVE'S DEAD END Bill Phillips, Decca 32207 (Cedarwood, BMI)	4
★	10	FOR LOVING YOU Bill Anderson & Jan Howard, Decca 32197 (Painted Desert, BMI)	11	★	46	HANGIN' ON Gordon Brothers, Bakersfield Int'l 1002 (Garper/Alamo, BMI)	10
★	11	I DON'T WANNA PLAY HOUSE Tommy Wynn, Epic 10231 (Gallico, BMI)	16	★	58	A GIRL DON'T HAVE TO DRINK TO HAVE FUN Wanda Jackson, Capitol 2021 (Blue Book, BMI)	3
★	12	GARDENIAS IN HER HAIR Marty Robbins, Columbia 44271 (Milane, ASCAP)	13	★	51	STRANGER ON THE RUN Bill Anderson, Decca 32215 (Shamley, ASCAP)	5
★	16	BOTTLE, BOTTLE Jim Ed Brown, RCA Victor 9229 (Window, BMI)	9	★	68	PROMISES, PROMISES Lynn Anderson, Chart 1010 (French, BMI)	2
★	14	HOW FAST THEN TRUCKS CAN GO Claude Grey, Decca 32180 (Vocal, BMI)	12	★	60	TENDER & TRUE Ernie Ashworth, Hickory 1484 (Acuff-Rose, BMI)	3
★	15	A DIME AT A TIME Del Reeves, United Artists 50210 (Fast Key, BMI)	14	★	56	TRAVELING SHOES Roy Mitchell, Starday 819 (Cedarwood, BMI)	6
★	21	ILL LOVE YOU MORE Jennilee Seely, Monument 1029 (Pamper, BMI)	7	★	70	LAST THING ON MY MIND Forster Waggoner & Dolly Parton, RCA Victor 9269 (Deep For, BMI)	2
★	17	JEANIE JONES Vic Phillips, RCA Victor 9323 (O'Brien Part, ASCAP)	8	★	53	I'M A SWINGER Jimmy Dean, RCA Victor 9330 (Bermour, BMI)	4
★	23	PINEY WOOD HILLS Ripley Kirk, RCA Victor 9314 (T. M./Dippy Boy, BMI)	10	★	54	SAN ANTONIO Billie Nelson, RCA Victor 9324 (Alamo, BMI)	8
★	22	THE COUNTRY HALL OF FAME Hank Locklin, RCA Victor 9223 (Yellow River, ASCAP)	8	★	55	COME SEE WHAT'S LEFT OF YOUR NAME Johnny Darrell, United Artists 50207 (Combin, BMI)	10
★	25	LOVE'S GONNA HAPPEN TO ME Wynn Stewart, Capitol 2012 (Freeway, BMI)	5	★	56	HANGIN' ON Leon Ashley & The Singlans, Ashley 2015 (Garper/Alamo, BMI)	5
★	21	DEEP WATER Carl Smith, Columbia 44233 (Milane, ASCAP)	16	★	57	CHUBBY (Please Take Your Love to Town) Gesselin Brothers, Capitol 2002 (Cedarwood, BMI)	8
★	22	8 TURN THE WORLD AROUND Eddy Arnold, RCA Victor 9265 (Fingerlaka, BMI)	16	★	75	ANNA, I'M TAKING YOU HOME Leon Ashley, Ashley 2025 (Gallico, BMI)	2
★	20	LEARNIN' A NEW WAY OF LIFE Hank Snow, RCA Victor 9300 (East Star, BMI)	12	★	—	YELLOW HAIRED WOMAN Claude King, Columbia 44340 (Halls, BMI)	1
★	30	I HEARD A HEART BREAK LAST NIGHT Jim Reeves, RCA Victor 9243 (Hill & Range, BMI)	6	★	60	YOU'RE THE REASON Johnny Tillotson, MGM 12829 (Vogue, BMI)	5
★	47	SING ME BACK HOME Merle Haggard, Capitol 2017 (Blue Book, BMI)	4	★	—	YOU'RE EASY TO LOVE Arlene Haden, Columbia 44310 (Four Star, BMI)	1
★	26	I TAUGHT HER EVERYTHING SHE KNOWS 12 Billy Walker, Monument 1024 (Platinum, ASCAP)	12	★	62	BEFORE THE NEXT TEAR DROP FALLS Dwain Doo, Capitol 5996 (Raleigh, BMI)	5
★	27	THIS WORLD HOLDS NOTHING (Since You're Gone) Stewart Jackson, Columbia 44283 (Cedarwood, BMI)	10	★	—	SKIP A ROPE Henson Carver, Monument 1041 (Tree, BMI)	1
★	31	WONDERFUL WORLD OF WOMEN Faron Young, Mercury 72728 (Cedarwood, BMI)	7	★	64	HUMAN NEEDS LOVE Merle Haggard, Decca 32185 (Moss-Ross, BMI)	6
★	29	BALLAD OF WATERHOLE #3 Roger Miller, Smash 2121 (Parsons, ASCAP)	7	★	—	COME WITH THE WINE Ray Pillow, Capitol 2030 (Barmour, BMI)	1
★	30	CHOKIN' KIND Worley Jenkins, RCA Victor 9229 (Wilderness, BMI)	17	★	—	TELL MAUDE I SLEPPED Red Sovine, Starday 823 (Champion, BMI)	1
★	36	ANYTHING LEAVING TOWN TODAY Dave Shirley, Mercury 72741 (Newkirk, BMI)	6	★	67	THE KEEPER OF THE KEY Slim Whitman, Imperial 64262 (Vidor, BMI)	4
★	32	I DOUBT IT Bobby Lewis, United Artists 50208 (Ly-Rann, BMI)	11	★	68	71 THAT SEE ME LATER LOOK Bobby Wright, Decca 21193 (Tree, BMI)	2
★	33	YOU'VE BEEN SO GOOD TO ME Van Vleet, Date 1555 (Summerhouse/Harmony House, ASCAP)	14	★	69	74 YOU OUGHT TO SEE ME CRY Johnny Nash, Step 128 (Pamper, BMI)	3
★	39	BLUE LONELY WINTER Jimmy Newman, Decca 32202 (Newkirk, BMI)	7	★	—	RINGS Sten Hitchcock, Epic 10246 (Pamper, BMI)	1
★	35	I WOULDN'T TAKE HER TO A DOGHOUSE Charlie Walker, Epic 10237 (Window, BMI)	6	★	71	69 CHICKEN PICKIN' Brookerson, Capitol 2010 (Blue Book, BMI)	3
★	53	HERE COMES HEAVEN Eddy Arnold, RCA Victor 9268 (Hill & Range, BMI)	2	★	—	PUNKY Carney Taylor, Decca 32208 (Wilderness, BMI)	1
★	—	—	—	★	73	73 THIS ONE'S ON THE HOUSE Jerry Wallace, Liberty 56001 (Toned Hills, BMI)	3
★	—	—	—	★	—	WRONG SIDE OF THE WORLD Hugh A. Lewis, Kapp 868 (Freeway, BMI)	1
★	—	—	—	★	—	REPEAT AFTER ME Jack Rens, Job 9009 (Tree, BMI)	1

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Carl Belew



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HOT COUNTRY ALBUMS

★ STAR Performer-LP's registering proportionately upward progress this week.

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	TURN THE WORLD AROUND Eddy Arnold, RCA Victor LPM 3869 (M); LSP 3869 (S)	13
2	2	BRANDED MAN Marie Haggard & the Strangers, Capitol T 2789 (M); ST 2789 (S)	11
3	3	LOVE OF THE COMMON PEOPLE Waylon Jennings, RCA Victor LPM 3823 (M); LSP 3823 (S)	16
4	4	YOUR TENDER LOVING CARE Buck Owens & His Buckaroos, Capitol T 2760 (M); ST 2760 (S)	15
5	5	DOE TO BILLIE JOE Bobbie Gentry, Capitol T 2830 (M); ST 2830 (S)	6
6	7	BILL ANDERSON'S GREATEST HITS Decca DL 4899 (M); DL 7489 (S)	15
7	8	TONIGHT CARMEN Marty Robbins, Columbia CL 2725 (M); CS 9525 (S)	15
8	9	BEST OF EDDY ARNOLD RCA Victor LPM 3565 (M); LSP 3565 (S)	33
9	6	I'LL NEVER FIND ANOTHER YOU Sonny James, Capitol T 2788 (M); ST 2788 (S)	15
10	13	GENS BY JIM Jim Edwards, RCA Victor LPM 3853 (M); LSP 3853 (S)	6
11	12	SINGIN' WITH FEELIN' Loretta Lynn, Decca DL 4920 (M); DL 74920 (S)	7
12	14	DANNY BOY Ray Price, Columbia CL 2677 (M); CS 9477 (S)	12
13	11	THE PARTY'S OVER AND OUR GREAT Willa Harris, RCA Victor LPM 3858 (M); LSP 3858 (S)	7
14	10	QUEEN OF HONKY TONK STREET Kitty Wells, Decca DL 4929 (M); DL 74929 (S)	10
15	16	GENTLE ON MY MIND Glen Campbell, Capitol T 2809 (M); ST 2809 (S)	10
16	23	LAURA Lena Horne, RCA Victor LPM 3900 (M); LSP 3900 (S)	6
17	15	CARRYIN' ON WITH JOHNNY CASH & JUNE CARTER Columbia CL 2728 (M); CS 9428 (S)	15
18	19	YOUR FOREVER DON'T LAST VERY LONG Joan Shepard, Capitol T 2765 (M); ST 2765 (S)	11
19	21	JUST BEYOND THE MOON Tex Ritter, Capitol T 2786 (M); ST 2786 (S)	14
20	20	HITS BY GEORGE George Jones, Musicor MM 2128 (M); MS 3128 (S)	20
21	30	DON'T SQUEEZE MY SHARMON Charlie Walker, Epic LN 24228 (M); RN 24228 (S)	4
22	25	CORIN' UP HITS Liz Anderson, RCA Victor LPM 3852 (M); LSP 3852 (S)	10
23	26	ALL THE TIME Jack Greene, Decca DL 4904 (M); DL 74904 (S)	23
24	24	JACKSON AIN'T A VERY BIG TOWN Norma Jean, RCA Victor LPM 3856 (M); LSP 3856 (S)	14
25	16	THE BIG HITS Stellar Brothers, Columbia CL 2719 (M); CS 9519 (S)	10
26	27	HELLO, I'M DOLLY Dolly Parton, Monument MLP 8085 (M); SLP 13085 (S)	5
27	10	JOHNNY CASH'S GREATEST HITS, VOL. 1 Columbia CL 2678 (M); CS 9478 (S)	21
28	22	BEST OF CONNIE SMITH RCA Victor LPM 3848 (M); LSP 3848 (S)	6
29	29	DAVE OUDLEY COUNTRY Manoray MG 21133 (M); SR 61133 (S)	11
30	32	CLASS OF '67 Floyd Cramer, RCA Victor LPM 3827 (M); LSP 3827 (S)	3
31	31	COLD HARD FACTS OF LIFE Forlar Wagoner, RCA Victor LPM 3797 (M); LSP 3797 (S)	26
32	32	CORINAY TWENTY COUNTRY Decca DL 4913 (M); DL 74913 (S)	4
33	35	PRIDE OF COUNTRY MUSIC Country Charlie Fride, RCA Victor LPM 3775 (M); LSP 3775 (S)	5
34	40	THE BRUCKAROS STRIKE AGAIN Capitol T 2818 (M); ST 2818 (S)	2
35	36	WHAT DOES IT TAKE TO Keep a Man Like You Satisfied? Skinner Davis, RCA Victor LPM 3876 (M); LSP 3876 (S)	8
36	37	MY ELURINE DREAMS David Houston & Tommy Wynn, Epic LN 24225 (M); RN 24225 (S)	15
37	38	A BIRD NAMED YESTERDAY Bobby Bare, RCA Victor LPM 3831 (M); LSP 3831 (S)	7
38	—	THIS IS JAN HOWARD COUNTRY Decca DL 4931 (M); DL 74931 (S)	1
39	40	SPANISH FIREBALL & OTHERS Hank Snow, RCA Victor LPM 3857 (M); LSP 3857 (S)	1
40	41	IT'S SUCH A PRETTY WORLD TODAY Wynn Stewart, Capitol T 2737 (M); ST 2737 (S)	24
41	—	WHAT LOCKS THE DOOR Jack Greene, Decca DL 4939 (M); DL 74939 (S)	1
42	45	CLASS GUITAR Chet Atkins, RCA Victor LPM 3885 (M); LSP 3885 (S)	3
43	—	OUR WAY OF LIFE Bobby Goldsboro/Del Reeves, United Artists UAL 3615 (M); UAS 6615 (S)	1
44	—	I'LL HELP YOU FORGET HER Dottie West, RCA Victor LPM 3830 (M); LSP 3830 (S)	1

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Gospel Music

Gospel Sheet Music Sales Spurt—Overtakes the Sale of Records

NASHVILLE — The sale of gospel sheet music is growing bigger by the week, and already outstrips the sale of records.

Two Tennessee firms, Pathway Press and Benson Printing Co., now print an estimated 1 million sheets a week. "If a song sells more than 25,000 sheets, we consider it a hit," said Connor B. Hall, head of publications for Pathway. His firm does the printing for all Journey, Sing, Beasley and Pathway music.

"Normally an order calls for 1,000," Hall said. "This is a sort of fever. If it starts to move, there is an immediate order." There are exceptions, of course. The Goodman Family ordered, and sold out, 40,000 copies of "Who Am I." "With record hits," by the LeVeauxs, sold 30,000 copies in short order.

Six Salesmen

Pathway keeps six salesmen on the road working retail music stores for sheet music alone. It supplies the racks for the music, and places 120 titles on the rack. In addition, Pathway lists the 25 best selling sheets and sends copies to 3,000 clients in stores.

In addition to the stores, the artists themselves make a tidy profit with their sheets. Copies are sold to artists at 50 per cent off (37½ cents per sheet), and sold by the groups on their tour. Distributors buy sheets at 60 per cent off, while retailers get the advantage of a 75 per cent reduction.

"That leaves us dealing in pennies," Hall said, "but the record business is the same. And it adds up to a lot of pennies."

A week in which Pathway prints 10,000 copies of sheet music is not at all unusual. "We normally range between 5,000 and 10,000" Hall said, "but frequently go over that amount."

300,000 in Year

Benson Printing in Nashville said it will average, in a year's sales, about 300,000 sheets of music. In addition to printing its own copyrights, it distributes for other publishers. Bob Benson, who is head of Heartwarm Records in addition to the

printing firm, said that songs by Dottie Rambo always sell well in sheet music. He listed as among the best sellers, "On the Sunny Banks," "The Church Triumphant," and "Remind Me, Oh Lord."

Benson said many of the gospel artists publish and print their own sheet music. Mosie Lister, he said, was a good example of this, and he said Lister's "How Long Has It Been" has to rank among the best sellers. Perhaps the biggest selling sheet in the past year has been "He Touched Me," recorded by several artists. The latest to cut it was Jimmy Du-

rante. Benson said this probably would spur more sales of sheet music.

In addition to the sheets, publishers also do well with songbooks. Hall said Pathway published more than a million last year, and said that figure would be surpassed in 1967. Benson, too, said the songbook business was huge, but could not give an estimate of volume. Both publishers agreed that "How Great Thou Art," published by Manna Music of California, was the all-time best seller in sheet music.

Manna is the only publisher listed in the Methodist Hymnal.

SESAC's Myer Urges Tie of Gospel, Spiritual Sing-Ins

NASHVILLE — Jim Myer, executive administrator and director of International Relations for SESAC, called for a coming-together of commercial Gospel and "spiritual" groups for singing conventions.

Myer, president of the Gospel Music Association, was in Nashville to attend the 31st annual National Singing Convention at the Church of God of Prophecy at Madison, in suburban Nashville.

"A singing convention is an entirely different kind of thing," Myer said, "but it needs help from the commercial groups. There is a definite need for a close tie."

Myer, who has attended this convention for the past 13 years, said a "big name" would give the gatherings just the boost they need to draw huge crowds. Unfortunately, he said, this convention lacked the crowd.

"It was from these singing conventions that the commercial Gospel groups sprang," Myer said. "These are the roots of all of the big names of today. The developed Gospel music as we know it, and made it popular."

Myer said these singing conventions were his first contact with Gospel music, and he has developed the contacts over the years.

"This is real spiritual singing," Myer pointed out. It involves two days and two nights of "in church" music, with the congregation joining in and taking turns in leading old time spiritual songs. Church members attend from all over the United States.

Lawrence Satterfield, executive director of GMA, said her introduction to Gospel music came in such conventions in Georgia, where her father was a minister.

"Something ought to be worked out," Myer said, whereby at least one "name" quartet or soloist would appear as a drawing card. He suggested this might be a matter for the Association to work out, or for Gospel groups generally at next year's National Quartet Convention in Memphis.



DON LIGHT, gospel music booker, has branched into the country field with the signing of RCA Victor artist John Hartford, seated. Flanking Hartford, left to right, are Light: Chuck Glaser, his manager, producer, Feltton Jarvis, and Chet Atkins.

Shaped Notes

Harold Luma, member of the Spear Family group, suffered burns while cooking, and had to cancel scheduled road trips. The group, however, made its scheduled appearances. . . . The Bellaires Quartet has added a new member: He is Jim Richards, of Pensacola, Fla., who replaces Nick Boone. Young Boone (brother of Pat Boone of Dot) has returned to school to work on his Master's Degree. . . . Hal Kennedy has left the Dixie Echoes to form his own trio. One member will be Bill Baize, who left the Samity Gatin Trio. Kennedy also runs the Sounds of America studio, and just concluded an appearance on the "Gospel Jubilee" syndicated TV show. Bill Galtier, board member of the Gospel Music Association, had his "He Touched Me" recorded in a Jimmy Durante album. He has penned many successful gospel songs. . . . The Memphis Quartet is in the process of cutting a new Skyline album. . . . The Imperials have a new album, just out on Impact titled, "New Dimensions." Bob McKenzie produces.

Bob Newkirk recorded Elmo Mercer's "Each Step I Take" for Heartwarm Records. Mercer is music editor of the Benson Publishing Co. . . . Heartwarm signed with Chuck Glaser to produce several gospel/inspirational albums with country music star Buddy Starcher. The first album will contain "Beyond the Sunset" with the moving narration "If You Go First and I Remain," which Starcher helped make famous several years ago. . . . Heartwarming

also has purchased the masters for the new Rodeo Roost album, and the album released by the Sego Brothers and Naomi. The Segos will cut another album as part of the deal. Rozell is high tenor for the Statesmen Quartet.

The Blackwoods Brothers Quartet has a busy December schedule, with appearances set in

(Continued on page 79)

Galileans Quartet Set

WINTER PARK, Fla. — The Enchanting Galileans, a new gospel quartet, has been formed here, with sessions cut at Cinema City Studios.

Bill Long, manager of the group, said the quartet was organized to promote the true feeling of Gospel music, and to find, discover, promote and develop local talent in the state.

The quartet and instrumentalists consist of Long, LeRoy Long, Marvin Boethe, Phil Manthe, Jim Widener and Larry Bacon. The initial sessions were cut in secret. The first album is scheduled for a release this month.

Yesterday's Country Hits

COUNTRY SINGLES—5 Years Ago December 8, 1962

1. Mema Sang a Song—Bill Anderson (Decca)
2. Free Bein Everywhere—Hank Snow (RCA Victor)
3. I've Come Change Everything—Jim Reeves (RCA Victor)
4. A Girl I Used to Know—George Jones & the Jones Boys (United Artists)
5. Cow Town—Webb Pierce (Decca)
6. How Close We'll Be—The Dixie Lovers (Mercury)
7. Walk to Wall Lows—Bob Gellion (Mercury)
8. Then a Tear Fall—Earl Scott (Kapp)
9. We Missed You—Kitty Wells
10. The Violet and a Rose—Little Jimmy Dickens (Columbia)

COUNTRY SINGLES—10 Years Ago December 9, 1957

1. My Special Angel—Bobby Helms (Decca)
2. Jailhouse Rock/Treat Me Nice—Elvis Presley (RCA Victor)
3. Wake Up Little Suzie—Eagles Brothers (Columbia)
4. The Story of My Life—Marty Robbins (Columbia)
5. Grains of Gold/Little Suzie—Hank Locklin (RCA Victor)
6. Frailties—Bobby Helms (Decca)
7. Great Balls of Fire—Jerry Lee Lewis (Mercury)
8. My Shoes Keep Walking Back to You—Ray Price (Columbia)
9. Why—Gail Smith (Columbia)
10. Rattle and Hum—Little Jimmy Dickens (Columbia)



JAKE HESS, who has just purchased the Imperial Publishing Co., is shown with his partner in Gospel Artists Service, Nashville TV personality Eddie Hill (right).



Excitingly alive, exceptionally vibrant, these are the terms applied to the Thrasher Brothers. They are the first gospel group to appear on network television (The Test Mch. Show, 1951) and have spread to their own exciting television show "AMERICA SINGS."

Their exceptional talent carries them beyond the field of gospel music into the realm of business. Each in his own right is an outstanding business man. The group contains the President of The Alabama Baptist Convention of Golf-Thresher G. Wade Advertising Agency, President of Amings Productions, Inc. Vice President's of Medical Specialties Corp. Four are members of the Governor's staff of Alabama. One member is a member of the Governor's staff of the state of Georgia. All are musicians, poor excellence, playing several instruments each. From their colorful television presentation, "AMERICA SINGS," 30 minutes of inspiration, and motivation, these Thrasher Brothers bring to the state in person all the entertainment seen on "AMERICA SINGS."

Millions enjoy them on television and thousands more thrill to their vivaciousness in auditoriums, churches and ball parks all over the country. From the heart of the South, Birmingham, Alabama, to the hearts of millions across America.

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BUNKY LP 46



MIDEM Participation for '68 Now a Large-Scale Invasion

By MIKE HENNESSEY

PARIS—The number of participants for MIDEM '68 are now more than three times the 1967 total, according to Bernard Chevy, general manager of the International Record and Music Publishing Market. MIDEM took over the fifth floor of the Martinez Hotel, Cannes, this week to provide an additional floor of office space.

Chevy said, "With the move from the Palais des Festivals (Venue of the '67 MIDEM) to the Hotel Martinez, I have had to reorganize everything from scratch and to conceive things on a much bigger scale."

Chevy revealed that the cost of staging the 1968 MIDEM will be \$200,000. His organization has taken on 10 additional staff men and during the run of MIDEM '68—from Jan. 21 to Jan. 27—he would be employing 150 staff to cope with the participation of 100 participants from 40 countries. (This compares with last year's 1,016 participants from 22 countries).

"Last time," said Chevy, "the MIDEM was principally Euro-

pean and American. But next year it will be really worldwide with all five continents represented."

The strongest delegations will be from the USA, (45 companies far), Great Britain (30) and France (48).

It is estimated that a total of 4,000 songs will be presented at the 1968 MIDEM. There will be more than 400 artists taking part and the event will be covered by a corps of 300 radio, TV and press journalists.

Three hundred rooms in the Hotel Martinez have been converted into offices and audition rooms and, in addition, there will be 10 presentation auditoria equipped with high fidelity monaural and stereophonic equipment.

Two Projection Rooms
There will be two film projection rooms for the showing of filmed songs in 16 and 35mm, and a promotional sound channel enabling participants to present their product. This channel will be complemented by a closed circuit TV channel fed to 300 TV receivers. Cards on the

TV channel will indicate the title of the song being broadcast, the composer, performer, publisher and, where applicable, his office number at MIDEM. Filmed songs will also be presented on this channel.

An innovation at the second MIDEM will be a "Non-Stop Show" in which publishers, record companies and independent producers can stage promotion appearances by their up-coming artists. The show will run from 3 p.m. to 7 p.m. each day in a specially equipped hall seating 150 people.

Each evening of the MIDEM, in the 1,600-seater grand hall of the Palais des Festivals, promotional galas will be held, starting at 9 p.m. These galas, aimed at giving worldwide promotion to established artists, will not be staged by the record companies—as was the case at the first MIDEM. Three will be presented on a national basis—there will be a British gala, an Italian gala and a Czech gala. Participation of some of the leading artists in Italy and Britain is already certain, though names cannot yet be released.

Special Gala

The final day of MIDEM will end, as before, in a special gala at which the MIDEM Trophies will be presented. (See separate story.)

Classical and contemporary music will be strongly represented at the 1968 MIDEM, with a special emphasis on international status who have not quite attained world ranking. In addition, the 1,600-seater theater of the Cannes Municipal Casino—scene of the promotional galas at the last MIDEM.

Italian Firms Who'll Be At The MIDEM

MILAN—The Italian record and music industry will be on hand in force at MIDEM. With the only exception of CGD, CBS-Italiana and Saar, the main Italian companies have already confirmed their booth reservations. Ricordi, Rifi, Duilio, Curi-Carosello, Ariston, Fonit-Cetra, Cam-Del-EI & Chris Belindis Italiana-Testar Music, Cinevox-Bixio, Allfere-Escedra, Car, Carisch, EMI-Italiana and RCA-Italiana.

On Jan. 25, an Italian show will be held at the Palace of Festivals. The cast will include Jimmy Fontana (RCA-Italiana); Sergio Endrigo, Claudio Villa and Maria Santini (Fonit-Cetra); Nini Rosso and Rocky Roberts (Durium); Memo Remigi, Donato Modugno and Elio Gendolfi (Curi-Carosello); Fausto Leali, Iva Zanicchi and Giorgio Gaber (Rifi); Ornella Vanoni, Bruno Lauzi, Umberto Bindi and Anna Identici (Ariston).



LEON CABAT, president of Disques Vogue, presents Jacques Dutronc with a gold disk to mark the sale of his millionth record achieved within one year.

Festival to Step Up Its Exports to Asia

By JOCK VEITCH

SYDNEY—Thailand and Indonesia are just as important new markets for Western records as the United States and Canada. Festival Records, He and his assistant, Ross Barlow, have just returned from an extensive Asian tour to inspect markets.

Marks said he hoped to greatly increase Festival's exports to those countries. His firm has A&M, ABC, Command, Project 3, Scepter and Coral labels rights to those areas as well as the firm's local labels.

He said he was surprised at the number of Western records on sale in Thailand. On his last visit there about two years ago, Western records had made little impact. They were now selling well despite a standard \$5.25 price for LPs.

Indonesia, too, could be expected to import more records now that the country was becoming more stable and friendly toward the Western world.

He said he was confident that Festival's Singapore agents, Cosed Singapore Ltd., would increase sales in those areas.

Marks and Barlow visited Singapore, Thailand, Hong Kong, Japan and the Philippines on their seven-and-a-half-week tour. They reported record sales were generally increasing in all the countries they visited except Hong Kong, where business was being affected by Red Guard riots.

In Japan they renewed Festival's reciprocal contract with King Records. The contract gives Festival Australian rights to the King label and allows King to release Festival's local records in Japan. But, Marks said, King does not take up much Australian music.

He said sales of Tijuana Brass records in Japan were enormous. Festival plans immediate release in Australia of Japan's No. 1 hit by Miki Nakano "One Tear Drop."

In the Philippines they were impressed by the slick, punchy radio stations and by the local taste for sweet music.

Back in Sydney, Marks is preparing for the company's move

(Continued on page 82)

MIDEM to Award Trophies on Sales

PARIS—The MIDEM trophies to be presented on the night of Jan. 27—end of the 1968 MIDEM in Cannes will be awarded on the basis of record sales between July 1, 1966, and June 30, 1967.

For countries whose total annual record sales are more than 100 million, three trophies will be presented—one to the best-selling male singer, one to the best-selling female singer and one to the best-selling group. If an instrumental group outsold the male singer, female singer and group, then a fourth trophy will be specially awarded to the instrumental combo.

For countries whose total annual record sales are between 25 million and 100 million, two trophies will be presented—one to the best-selling male singer and one to the best-selling female singer.

For countries whose total annual record sales are less than

25 million, one trophy will be presented to the best-selling singer or group.

Sales figures will be obtained from the mechanical copyright societies of the various countries. In countries where no such societies exist, the figures will be obtained from various record companies and verified by a firm of chartered accountants. For the U. S. and Canada, for example, MIDEM will employ the services of Prager and Fenton of New York.

MIDEM's general management has asked the RIAA to supply a list of those artists who have received one or more Gold Record Award during the reference period. Calculations of sales are based on attributing one point for each 45 r.p.m. record and three points for each 33 1/3 r.p.m. record.

The trophy gala will be televised on European.

There are instrumental versions by Franck Pourcel (Voix de Son Maître), Raymond Leferre (Riviera), Yvette Horner (Mireille), Eddie Barclay (Barclay), Andre Verchuren (Festival), Marc Laffere (Vega), James Last (Polygram), Paul Keres (Polygram), and The Mirreille Mathieu version has topped the 200,000 sales mark and the version by Pet Cingh (Polygram). Sheet music sales have totaled 15,000 in four weeks.

'The Last Waltz' Chalks Up Its 16th Recorded Version

PARIS—While French versions of the Les Reed-Barry Mason song "The Last Waltz," by Petula Clark (Vogue) and Mireille Mathieu (Barclay) battle it out for the title of the best-selling French treatment, the song, published here by Francis Day, chalked up its 16th recorded version.

In addition to the original version by Engelbert Humperdinck, other versions of the Hubert H. H. adaptation have been recorded by Tino Rossi (Globe), Les Reed-Barry (Philips) and John William (Polydor).

Barclay of Canada Will Add Jupiter to Distrib Set-Up

MONTREAL—First French-Canadian label to announce affiliation with the new Barclay Records Ltd. operation in Canada is Yvan Dufresne's Jupiter Records, a leading independent with two labels, Jupiter and Prestige, and such top artists as Donald Latreue (on Barclay in France), Marc Gelin, Les Sinners, Pierre Lalonde, Claude Soré, Dominique Michel and Gene Williams. Barclay assumes distribution of Jupiter effective Jan. 1. The labels were previously distributed by London Records.

Announcement of Barclay Records' distribution set-up is expected in the near future. At present it is distributing the Riviera label through Trans-Canada Record Inc. Trans-Canada president Jean-Paul Rick-

ner said there have been negotiations by Barclay to purchase stock in Trans-Canada. Columbia Records of Canada's distribution contract with the Barclay label of France expires the end of this year. The Canadian company is in partnership with the French record company, and Montreal millionaire Aubert Brillant, and its general manager is Johnny Williams, formerly of Columbia Records of Canada.

Wergo, CBS Tie

PARIS—Wergo, the German modern music record label, formerly distributed in France by Harmonia Mundi, has now been assigned to CBS (for distribution in France).

NEW SINGLE FROM THE KINKS



“AUTUMN ALMANAC”

A FOREGONE CHART
CONCLUSION FROM
THE WORLD'S FOREMOST
SOCIAL COMMENTATORS

‘NOW’ 2 IN ENGLAND

reprise
RECORDS  0647

Essex Music Scoring High on Aussie Chart

SYDNEY — Essex Music of Australia has simultaneously had eight internationally originated records on the charts here. The affiliate of The Richmond Organization also has added 10 locally written songs to its catalog.

The chart items were "Homburg," by Procul Harum; "I Can See for Miles," by the Who; "Flowers in the Rain," by the Move; "Hole in My Shoe" by Traffic; "Penitenc Group," by Navana; "Love of the Common People," by the Evert Brothers and Wayne Newton; "Back on the Street Again," by the Sunshine Company; and "Prologue to a Magic World," by Rupert's People.

Essex songs waxed by Australian artists include "And Things Unsaid" by the Questions; "Baby Jane" by the James Taylor Move; Theme from "This Day Tonight" by the Wild Cherries; "Want You" by Peter Best; Theme from "This Day Tonight" by the Laurie Lewis Sextet; "You Don't Know Where Your Interest Lies" by Fia Karin; "I'll Remember You My Friend" by Jimmy Little; "Let Me Dandle Lightly" by Little Pattie; and "He's Not There," by the Cliffmores.

Writers with Essex include Gary Shearson and Bert Barry Kimberly is managing director of the Australian firm.

Festival to Step Up Its Exports to Asia

Continued from page 80

just before Christmas into new premises about two blocks from the present headquarters in the inner Sydney suburb of Pyrmont.

The new building, formerly an oil company warehouse, is seven times bigger than the present building. The move is made necessary by Festival's expansion. Production has increased approximately 1,000 per cent in the seven years since the present owners bought the company.

The new building is three stories high and will greatly increase and better the company's production line. It will have much larger studio facilities and rehearsal rooms and will ease the pressure on the warehouse and distributions side of the operation.

From The Music Capitals of the World

Continued from page 79

Vagabonds leader Jimmie James has formed an agency with his manager Peter Madden beginning operations Jan. 1. Apart from Vagabonds, the Enterprise will handle the Peep Show and the Heathen Group in the World.

American-born folk singer Hedy West is going to Germany for two months to learn the language for recording and performance live. . . . Keith Prowse is marketing and buyer through his own disk shops and through any other dealers having accounts with the agency. The line is expected to sell strongly for Christmas following recent legislation against drinking and driving. . . . Billy Eckstine completed his month's work here by taping an "International Cabaret" appearance for the BBC's second TV channel. . . . Suga is launching a full-price label called Pique aimed at the serious record market. Initial releases this month include "The Children of the Sun" by Robert Lang. . . . Allen Ginsberg at the Institute of Contemporary Arts and Jack Emery Records are touring Venezuela. . . . Nigel Hunter

MADRID

Dyango (Novola) has recorded the first Spanish version of "Aranjuez Mon Amour." Columbia España has recorded four of the most popular Spanish songs: "Katsusha," "La del Manolo de Rosas," "Pepita Jimenez" and "Marina." Teresa Berganza and Jose Rivaudena are the featured artists. . . . Conchita Bautista (Belter) after a success in Puerto Rico is touring Venezuela. . . . La Paquera de Jerez one of the most popular flamenco artists has signed with E.K.P.O. . . .

Monica (Columbia Espanola) a 12-year-old singer has made a movie, "Monica Stop." The premiere was given in Sevilla last week. At the same time, the original soundtrack of the movie was released. . . . Dolores Pradera (Zafiro) gave a recent Novela at the Zarzuela Theatre of Madrid with a repertoire of about 30 Spanish and South American songs. . . . Ello Roca (Fonogram) is recording an LP which will be released in Argentina, but not in Spain initially.

Columbia Espanola is releasing two records of Bing Crosby: one EP and one LP with his traditional and famous "Christmas Songs." . . . Los Arrieros (Belter) released a new LP. . . . I Need You (Novola) is going to Cuba at the end of this month. . . . Los Bravos (Columbia Espanola) have recorded a German version of "Symphony" and "This Way That Way." . . . (Novola) will start their first movie coming this month. In February they will go on a tour through Venezuela, Argentina and Mexico. . . . Canciones del Mundo has acquired the editorial rights to "The World We Knew," owned before by Fontana, S.A. . . . Kuller (Hispavox) renewed his contract with Hispavox Records and will record a new single with "Live for Life" and "I (Him)." . . . Los Angeles (Hispano) are releasing for promotion of their first LP a new single with Spanish versions of "Silence Is Golden" and "New York Mining Disaster 1941." . . . The promotion for Maria Otilia (Hispano) will start with a recital in Madrid and a single with two

of her own songs: "Romance Anonimo" (Anonymous Romance) and "No Sabes Cuanto Siento" . . . The first single of Raphael (Hispano) ever published in Spain, has just been released. It contains "Noche de Ronda" and "Portanto mi vida." . . . The original musical soundtrack of the movie, "Thoroughly Modern Milie," starring Judy Andrews and Carol Channing, has been released on an EP by Columbia Espanola timed with the premiere of the movie in Spain.

Gracia Montes (Columbia Espanola) was in Paris for a recent appearance. . . . Hito Records, formerly distributed in Spain by Columbia Espanola, will in future be distributed by CEM. . . . Manolo Pelayo (Columbia Espanola) has recorded several versions of "Massachusetts" and the Bert Bacharach song "Day After Day."

Jalene Morry (Fonogram) is in Paris Nov. 26 to promote his new recording "Ya Perdi Tu Amor" ("I've Lost Your Love"). . . . The End, former Sonopop artists managed by Alana Milhaud, will have their records independently produced by Bill Wyman of the Rolling Stones. Sonopop will continue to distribute the group's records.

Engelbert Humperdinck (Columbia Espanola) has signed with Spanish TV for an appearance in the "Tele-Ritmo" show in February. . . . Bambino (Columbia Espanola) "Raphael" of Flamenco music, has recorded an EP of Christmas songs with a flamenco rhythm. Columbia has also released an album of his greatest hits.

Vikki Karz (Hispano) has signed for a TV show in Spain in March. . . . Vergara is doing strong promotion on new artist Soledad, who has recorded a Spanish version of "Aranjuez Mon Amour."

The Spanish folk group Picnic (Hispano) videotaped a number of programs for the "Tele-Ritmo" TV show and will shortly record a number of songs in English. . . . Spanish RCA's publishing division has acquired Spanish rights to the Clamor catalog of Argentina's Palito Ortega. Sonopop is releasing Major-Minor artist David McWilliams' "Days of Pearly Spencer."

RAFAEL REVERT

MILAN

RECD TTS 11-29 1229P

Rift Records confirmed that Warren Pickett (Atlantic) will debut at the San Remo Festival, Feb. 1-3, with his 10-piece orchestra. It will be his first performance in Italy. The national radio-TV audience will be about 18 million. . . . Dot Records general

manager and m&r director Enzo Leoni has resigned. . . . Michele

has renewed her RCA-Italiana contract. . . . Ombretta Coll, formerly with Sarr, and movie actress Mimi Medda have signed with Tiffany Records. . . . Little Pupa "Steached from Clin Records" to Durium. . . . Six 14's from the

"TUFFY RECORDS
"UN GIORNO E' ANDATO"
by NIKI
published by
RIMI EDIZIONI MUSICALI

first issue of the "Deramic Sound System," by Deca Italiana. . . . Ditchi Riccio issued the first record album by I Dik Dik. . . . CGD director Giacomo Giannini is in duty U.S. to discuss the singer's participation in the San Remo Festival.

Buddy Newsway (Pye/RCA-Italiana) is in Italy for TV filming and bud dates. RCA-Italiana has reshuffled a new single and an album in Italian by the British artist. . . . Domenico Modugno (Caruci) will release the "D-Day" in "Merlin Show," in January. . . . The Beatles' "Magical Mystery Tour" record-book package, as issued in the U.K. recently, will be marketed in Italy by Carisch the week before Christmas. . . . The EMI-Italiana international manager flew to Paris to supervise the recordings in Italian of the most recent Gil-



PATHE MARCONI PRESIDENT FRANCOIS MINCHIN, right, welcomes singer Richard Anthony to the anniversary party to celebrate Anthony's 10 years of recording. Anthony admires the cake with 10 candles inscribed with his major hits while singer Francis Alamo, extreme left, and Olympia Theatre chief Bruno Coqatix looks on.

bert Becard and Richard Anthony's French hits, including "L'Importance d'Être La Koolha" and "Aranjuez Mon Amour," respectively. The usually restrictive Italian TV company will feature Clan Celentano Records artists on two TV shows. The first show will be aired this month, the other in January.

GERMANO RUSCITTO

NEW YORK

The Royal Guardsmen, Laurie gro, took off on a 10-city tour Dec. 11 in conjunction with their LP, "Snoopy's Christmas" and to raise money for various children's organizations. . . . Lulu, Epic artist, in the U.S. for TV guest appearance on "The Tonight Show" which will be aired Dec. 26. . . . Albert Hague signed to write music for the new off-Broadway musical, "Oh, Say Can You See, L. A." John Allen is writing the music. . . . The Publicity Club of New York has scheduled meetings at Cheetah Tuesday and Tuesday (12). . . . Epic's Enzo Starni into the Princess Hotel, Bermuda, Dec. 21 for 11 days. . . . The company moved his publishing and recording organization from New York to Los Angeles. . . .

Vicki Carr, Liberty artist, makes her New York nightclub debut at the Persian Room Wednesday (6). . . . RCA Victor's Eddy Arnold tapes Jackie Gleason's CBS-TV show in Tulsa, 13 airing. . . . The Grass Roots, Dunhill group, set for dates in Tulsa, Wichita Falls and Fort Worth. . . . Hugh Dallas, national sales and promotion manager for Tower Records, is on a swing through the East and Midwest to promote albums by the comedy LP, "Have a Jewish Christmas." . . . Melaine, new Columbia Records singer, signed to Ashley Farnham, cap. . . . The benefit concert for the Red Cross has taken over the management of a new Atlantic group called the Red Cross.

The Rose Garden, Atco group, signed to Sam Kopolin Theatrical Enterprises, Danbury, Conn. . . . Speer arranged "White Christmas" for Society's Children on Atco. . . . The Coronado current at the New Tokyo Hotel in Tokyo. . . . The Kai Winding Quartet, headed by Shigeo Kuroki, The Blossom Duetrio Titi at Paul's Mall in Boston. . . . Yolande Bevan, formerly of Lambert, Williams and Bevan, being set for personal appearances in the U.S. by O.L.S. Management. . . . The benefit concert for the Red Cross has taken over the management of a new Atlantic group called the Red Cross. . . . The Soul Stirrers, the Swan Silvertones, Shirley Caesar and the Mighty Three, are scheduled to appear in the 1967 Annual Christmas Music Festival at Town Hall Friday (15). . . . The benefit concert for the Red Cross has taken over the management of a new Atlantic group called the Red Cross. . . . The Mothers of Invention, MGM group, scheduled at Shepley's at Town Hall. . . . Lee Shaw and her jazz trio signed for an additional four weeks at The Apartment.



ORIENTA BERTI is presented a golden record by Phonogram general manager Mario Corsi for her 1 million sales during the three-year association with the company. Mrs. Berti recently renewed her contract with Phonogram.

ment. . . Society bandleader Al Madison got a hole-in-one at the Piedmont Golf Club.

MIKE GROSS

OSLO

The Whispers, a Swedish group, has been signed by Norsk Phonogram. Their first record on the Fontana label is "Det kanns så konstigt." Carl M. Iversen has taken over the representation of the U. S. label Pickwick, in Norway. The staff outlet in Copenhagen will handle the label for Denmark. In Norway, Pickwick was previously represented by Norsk Grammofonkompani. . . Rolf Just Nilsen is featured in the new Little LP "Cinderella." Later "Three Little Pigs" and "Lady and the Tramp" will be issued. The book is printed in Finland, and the soundtrack has been recorded in The Netherlands. ESPEN ERIKSEN

PARIS

"Le Ton Ton Christobal" by Pierre Perret is currently heading Vogue's best-seller lists. . . Les Gros Mince recently signed by CBS Records will appear on the album "Le Ton Ton Ton" on Friday (15) by the Mireille Mathieu show. . . Barclay is doing strong promotion on three U. S. LPs released by the Mireille Mathieu show. . . "Kentucky Woman" by Neil Diamond and "Don't Stop" by the Mireille Mathieu show. . . Noleto is releasing "Je ne Pense qu'à l'Amour," a French version of "How Can I Be Sure" for Riviera. . . CBS is launching a series of astrological albums. Each month an LP will feature the appropriate zodiacal sign will be released and specifically aimed at the birthday present market. . . Riviera has released a special double-fold album "The Old Red Star" on the 1950s. . . The album features 26 songs including the new "Been Loving You Too Long," "Satisfaction," "Day Tripper" and "Try a Little Tender."

CBS has released a new album by guitarist Manitas de Plata as a homage to his friends Salvador and Manuel. . . The album "Romance (Disc 2)" has composed the music for the Sergio Gobbli film "L'Etrenne." The album is arranged by Jacques Denjean. Romuald has recorded the title "L'Etrenne" and "L'Etrenne" with words by Jacques Chabrie. The music is published by the Chabrie Music Company (Vogue) are recording an album of tunes written in 1900. . . Following the release of "Le Reine de Saba," Laurent (Disc 2) has recorded a new EP of four of his own compositions. "Comme Un Clown," "La Colline des Champs Elysees," "Le Faiseur de Pluie" and "Maman Nouchka," all published by Tuti. . . Riviera is releasing a new rhythm and blues album featuring chess artists Chuck Berry, Little Diddley, Little Louie, Lee, Cash McCall and others. . . Francine Hardy (Vogue) was in London to record their new song "Des ronds dans l'eau" from the film "Live for Life" and the Brassens-Aragon song "Il n'y a pas d'Amour Heures." From Nov. 19 to 24 Mire. Hardy was in Iran to inaugurate the cabaret "Fous les Garçons et Les Filles"

Barclay in Distrib Deal With Buddha

PARIS — Barclay has signed a three-year contract to distribute the Buddha U. S. label in France and the Benelux countries.

The agreement was concluded in New York by Barclay International label manager Bernard de Bosson and Frank Mell of Buddha.

First release on the Buddha label will be the soundtrack LP from the motion picture "Stranded." This will be followed by a single by the "Stranded" LP's Spoonful member, Zal Yanovsky.

(named after her hit song) in Teheran. . . Barclay will release the new Mireille Mathieu album in two versions, one normal and the other de luxe which will include a number of unpublished pictures of the star. The deluxe album will retail at 31 francs (\$6.20). Both albums will be released to coincide with Mireille Mathieu's opening for a season at the Olympia Theater. . . Hervé Vlard (Philips) was in London to record four new titles, including André Salvet's French adaptation of "Penicote Hotel" and the "Vive Bugey" French version of the Italian copyright "Dammio una mano." The songs, respectively titled "Comme Si C'était Noël" and "Allons Jusqu'au Bout," are both sub-published by Tuti. . . Les Parleuses (Philips) and the Duo Ours Nougé (Pathe) have recorded "A Banda."

Riviera is releasing a special double fold album by Nicoletta for Christmas. . . Georgette Plana has recorded an album of songs written between 1933 and 1914 for Vogue. . . Riviera is scoring success with its policy of direct importations of Chess, Checker and Cadet albums from the U. S. Leading sellers are albums by Ramsey Lewis, Milt Buckner, Ahmad Jamal, Howlin' Wolf, Muddy Waters and Memphis Minnie. . . "Gerald's New" new single for Decca features "Le Coeur des Deux Coeurs" and "La Grande Avenue," both published by Tuti. . . Barclay has released an EP by Robert Miltre of "How Can I Be Sure" with "You Deserve Each Other" as the main title.

Riviera reports big demand for the new Jean Bess album released following the agreement recently signed between Riviera and Vanguard. . . Pathe-Marconi is doing special promotion on a batch of nine EPs and one LP by Tony Boni. . . "Hello, Goodbye," the new Beatles' single, was released here on Parlophone on Nov. 24 simultaneously with its appearance in Britain. . . The "Loinis Jeunes" prize for the best disk of 1967 was awarded to the Erato Fiori Musicali album "Our Friends the Animals" featuring Prokofiev's "Peter and the Wolf" and Saint-Saëns' "Carnaval of the Animals." . . Pathe-Marconi has signed TV celebrity Anne-Marie Peyron who makes her disk debut with an EP featuring "Le tueur Ferme." . . Pathe-Marconi has released a special two LP set of 26 of Richard Anthony's biggest hits to commemorate his 10 years of recording and two of the set at a special price of 39 francs 50 (\$7.98) until Dec. 31. . . The Shadows are set to appear at the Olympia in the Mireille Mathieu show Dec. 15-Jan. 16. . . "Puttin' on the Ritz" by Little Jorgens hit "Was ich dir sagen will" on the Vox de son Maître label. MIREILLE HENNESSY

(Continued on page 84)



ERIC STEINHILBER, center, MGM international department manager, was in Tokyo to talk with MGM's Japanese licensee, Nippon Gramophone, about promoting Sandy Posey on her two-week Japanese tour in May. Participating in the promotion are Young Music Magazine and Nippon Gramophone. Left is Tsurumi Yoshitomo, chief editor of Young Music, Tadashi Hino, chief of Nippon Gramophone's foreign section, is at the right. Miss Posey's two Japanese songs will be promoted. This will be the first in a series of promotional trips to Japan by foreign artists by the six Japanese record companies which distribute foreign labels.

London Ltd. Ricordi Deal ESP Distrib With 2 Firms

MONTREAL—London Records of Canada Ltd. is now Canadian distributor for the ESP label, through arrangement with Gamma Records, Canadian representative of ESP. Effective Jan. 1, London also adds the Blue Note label, and will then have the full line of Liberty labels. Both ESP and Blue Note were previously handled in Canada by Musimart Ltd.

London's recent success with distribution of an initial four-album release from Gamma Records' catalog of French-Canadian material outside Quebec (Gamma is distributed in Quebec by Trans-Canada) has led to distribution of the full Gamma catalog in the rest of Canada. Gamma has just released five new LPs, by Pauline Julien, Georges Dor, and three artists new to the label. To be formerly on London, Robert Charlebois and Christine Charbonneau, both previously on Select.

MILAN — Dischi Ricordi will distribute the Dot and Dynavoice record catalogs in Italy, according to Ricordi executive Lucio Salvini. He concluded an agreement with the firm a similar agreement with Bell Records (Billboard, Nov. 25).

The pact with Dot strengthens the long-standing arrangement between the Paramount and Ricordi groups. Ricordi music publishing division has been representing Famous Paramount Music in Italy since 1948.

The deal was closed in New York with Dischi Ricordi managing director Guido Rignano, Salvini and Ricordi Music general manager Mariano Rapetti attending.

RSI-Italiano Selects Ten New Disks

MILAN — RSI-Italiano has selected the 10 new records creating action in Italy for shipment, in December. The selection is made by Germano Ruscutto, Billboard's director of Italian operations.

The subscribers to RSI-Italiano include record companies and music publishers who review the records and songs for their value in the particular market. RSI-Italiano also supplies

Pye's Benjamin Renews Contract With Hispavox

MADRID — Pye managing director Louis Benjamin was here Nov. 16-18 to renew the contract between Pye and Hispavox on a long-term basis.

Benjamin and Hispavox managing director Jose Manuel Vidal Zapater announced that the previous three-year contract had yielded satisfactory results for both companies and that there would be a step-up of production and promotion of Pye artists in Spain and of Hispavox artists in Britain.

An immediate consequence of the new agreement will be a strong promotion drive by Pye on the latest Los Pasaos recording "Ojo por Ojo" (An Eye for an Eye) sung in English. The song is by Manolo Diaz, one of Spain's most popular songwriters.

DGG Pitch on Giant Yule Pkg.

HAMBURG — Deutsche Grammophon has begun promotion for one of the largest series of Christmas LP titles ever offered by a German record company.

There are nearly 100 titles in the series, ranging from Bach to Peter Alexander, Germany's top opera singer. The material includes a wide selection of religious music, of standard Christmas songs, and of recorded fairy tales for children.

Musical organizations and artists featured in the list include: Ernst Haeferling, Gerhard Fischer-Dieskau, Maria Stader, the Munich Bach Choir and Orchestra under Karl Richter, Marius Jankowitz, the Berlin Philharmonic under Fritz Lehmann, the Monks' Choir of the Benedictine Archbishop's Abbey, Edward Mueller and the Schola Cantorum Basiliensis under August Wenzinger, the Leipzig Thomaechor, the Berlin Handel Choir, the Gouda Choir, and the James Last Band.

plies the English translation to the Italian lyrics and information as to where licensing arrangements are to be made available. These licenses include Italian copyrights only.

Following is a list of the 10 records selected: "L'Amore E' Come Il Sole," by Pier Giorgio Firzide (BDM), published by Ariston; "Che Strada Fai," by John Foster (Cellograf), published by Minna (Riffi), Curci Music; "La Lotta Dell'Amore," by Gino Santareolo (Clan), published by Leonard; "Che Vuole Questa Musica Sta Sera," by Peppino Gagliardi (Deth), published by Tanti Music; "Sole Spento," by Caterina Caselli (CGD), published by Sargamus; "Mezzanotte Fra Poco," by Gianni Morandi (RCA-Italiana), RCA-Italiana Music; "Fataletta," by I Bertas (RCA-Italiana), published by Sargamus; "Mullin A Vento," by Little Tony (Durium), published by Durium Music; "Nel Cuore E Nell'Anima," by Egon Jany (Hispavox), co-published by Ricordi and EI & Chris; "Tu Non Mi Lascerei,"

Raphael Violated A Hispavox Pact

MADRID—A Spanish court found Raphael in breach of contract with Hispavox, Nov. 13. The court stated that Raphael had violated his contract valid until February, 1969, by signing contracts with other companies and recording on labels outside his exclusive contract with Hispavox.

The court voided all recording contracts other than Raphael's pact with Hispavox until his current obligations were legally fulfilled.

From The Music Capitals of the World

• Continued from page 83

PRAGUE

Czech cover versions of songs by Buck Owens and Bob Dylan are among Supraphon's best sellers for the past fiscal year. Chris Andrews' original recording, "Yesterday Man," was the only foreign single to break into the Czech charts. Last year's winner of the MIDEA award, Karel Gott, was the top selling artist again this year. Václav Neckár and Waldemar Matuška, who scored second and third after Gott, have signed with Polydor Records for the coming year.

The establishment of Pantan as Czechoslovakia's second recording company, spurred Supraphon signings of top Czech artists to long-term contracts, an uncommon practice here. Pantan has signed Eva Pilarová and is preparing a new LP. . . . Czech singer Hana Hegerová has signed with Philips.

LUBOMIR DORUŽKA

SAN JUAN

Latin acts and entertainers predominate at most tourist hotels in Puerto Rico. At the Caribe Hilton is Marco Antonio Muñiz, Mexican

vocalist (RCA Victor) and top grosser single act at that hotel for years. Muñiz's recording of "Cecilio" (Jesús Huarán) has been on the Puerto Rico, Mexico and Venezuela charts for months. Xavier Cugat (Decca) and his show are at the Sheraton; conga virtuoso Camillo (ABC-Tico) and El Greco (Decca) and his Gypsies are both at the El San Juan. At the San Jeronimo Hilton is Nelson Sardiell, Brazilian vocalist. At the Condado Beach Hotel is Blanco Rosa Gil (Velvet Records), Cuban female vocalist. . . . The new Raphael album in the Allied-Picco series went on sale at local stores this week. "Digan lo que Digan" (Let Them Say) is the title of the album and the top tune in it. Musical arrangements and orchestra direction in this album are by Spanish composer Manuel Alejandro. He is also the composer of five of the 12 tunes in the album, "La Llorona" (The Girl That Cries) seems to be the tune from the album to have caught with most DJ's and the youngsters. Raphael is expected in Puerto Rico early in 1968 for his first visit. . . . Felipe Rodríguez, veteran Puerto Rican vocalist with his Antares Trio, recently signed with RCA Victor through the local representatives, Kelvinator Sales of P. R. Carlos Rom, President of Kelvinator Sales, greeted Rodríguez to the RCA Victor fold with a big party at the Banco Popular Sky Room atop this big building in Hato Rey. The first Christmas album by Rodríguez and the Antares has been rushed and is now on sale both here and in the New York stores catering to Puerto Rican record buyers. Rodríguez has held for years the box-office record of any artist playing the Teatro Ponce to Rico in New York, the top house among Latin acts playing for the New York Spanish-speaking audiences. Hector Cabrera, Venezuelan vocalist (Velvet Records), has been contracted by local books, Paquito Cordero Enterprises for radio, TV and nightclub bookings. Cabrera was recently awarded prize in Spain for his recording of "No Pienso en Mi" (Don't Think About Me). Cabrera is married to Puerto Rican recording and TV artist Sonia Noemí González.

ANTONIO CONTRERAS



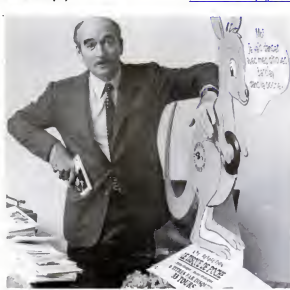
TRINI LOPEZ, Reprise artist, holds bouquets at start of his tour of Japan promoted by Tats Nagashima.

STOCKHOLM

Chris Paul Jones, the Young Idea, Chris Farlowe and Simon Dupree and the Big Sound were in Sweden for concert appearances. . . . Robban Broberg (HMV) flew to the U. S. to study the show business scene. . . . Beatles' recording manager George Martin was in Stockholm for talks with EMI Sweden chiefs. . . . Danish singer Bjorn Tinnand (Odeon) has recorded two songs in Swedish. . . . EMI has released 11 soundtrack albums from Walt Disney films on the Disneyland label. . . . Sweden Music has published a Screen Gems album of 16 of the Monkees' songs. . . . EMI Sweden is staging a big sales drive for French recordings. . . . Suede (Sonet) has left the Sunnyside group to go solo. . . . Rupert Davies was in Sweden to record "Oh What a Beautiful Morning" for Sonet. . . . The Swedish Butcher's Union bought 30,000 copies of the Lee Kings latest RCA Victor record "Hot Dogs." . . . The Jacksons' debut album for Sonet, "Tic-Tac-Toe," has just been released. . . . Slam Creepers' latest record, written by Chris Dieden, "KJELL E. GENBERG"

SYDNEY

EMI (Australia) Ltd. has staged a successful promotion to launch 18-year-old John Farnham's first record, "Sadie the Cleaning Lady." Promotion men took a cleaning lady round to record studios to clean up announcers' booths. Radio men are giving the record lots of talk and airplay.



EDDIE BARCLAY, president of Barclay Records, France, demonstrates the pocket-size dimensions of the new 6-track mini-LPs at a conference to launch the new format.

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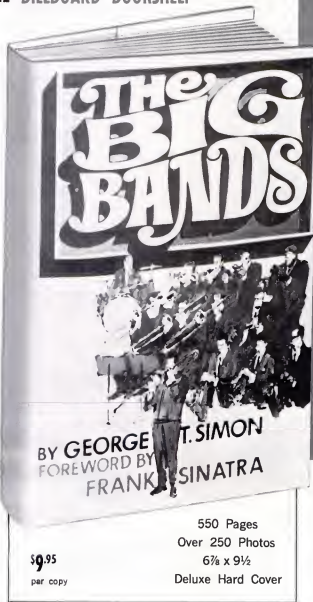
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The Dorsey Brothers
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Shap Fields
Dizzy Gillespie
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Lionel Hampton
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ARGENTINA

(Country Ensembles & Flamenco)

This Last Week

1 6 TOPO ES MENTIRA—

Femina (CBS)

2 1 LA OLA MONTANA—

Dorsey (CBS)

3 1 OLA MONTANA—

Maximilian (CBS)

4 1 LA BALSA—Los Gatos

Femina (CBS)

5 17 THE WORLD WE KNEW—

Frank Sinatra (CBS)

6 1 LA BALSA—Los Gatos

Femina (CBS)

7 17 THE WORLD WE KNEW—

Frank Sinatra (CBS)

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43 17 THE WORLD WE KNEW—

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44 1 LA BALSA—Los Gatos

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2 BABY NOW THAT I'VE

FOUND YOU—

Foundations (Fro)

3 1 LET WALTZ—Emmett

Humphreys (Decca)

4 1 LOVE IS ALL AROUND—

The Four Tops (Gordy)

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The Four Tops (Gordy)

3 REFLECTIONS—Doris

Rosen & the Supremes

4 1 THERE GOES MY

LIFE—The Supremes

5 1 ONLY LOVE IS LOVE

TO ME—The Supremes

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TO ME—The Supremes

CZECHOSLOVAKIA

(Country Ensembles)

This Last Week

1 1 IMPORTANT, CEST

JAKO—The Supremes

2 1 OGN DRI DOK—w

The Supremes

3 1 PRERODNO—w

The Supremes

4 1 POJD SE MNOU

LASKO—The Supremes

5 1 MY PRAY—w

The Supremes

6 1 NECH TU LASKU

SPAT—The Supremes

7 1 NATHROBI—w

The Supremes

8 1 OYSTAN—w

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ADVERTISING TAPE CARTRIDGE TIPS

by Larry Finley

One of the greatest thrills this writer has ever experienced was when he phoned Gedy Brown, Jr., of Brown Sales Company in Columbia, South Carolina, last Monday, to tell him that he was the winner of the ITC/20th Century-Fox Sweepstakes to select a "MR. & MRS. AMBASSADOR OF THE TAPE CARTRIDGE INDUSTRY." The call was made from the office of Mr. Arthur P. Jacobs, producer of DOCTOR DOLITTLE at the 20th Century-Fox Motion Picture Studios.

All of the cards received from box office patrons were placed in a hat and Mr. & Mrs. Jacobs, after thoroughly mixing them up, drew the name of MR. GEDY BROWN, JR. Participating in the drawing with Mr. Jacobs was Lionel Newman, musical director of 20th Century-Fox Film Corporation; Eud Langel of BILLBOARD; Sol Zelnick, president of West Coast Tape Cartridge Company; and the writer.

After the drawing, we immediately got on the phone and called Gedy where our first words to him were: "You and your wife better get your passports and vaccinations because you are going to London for the World's Premiere of DOCTOR DOLITTLE." Gedy answered: "Oh, my gosh, not my wife will never believe this! At this point both Mr. & Mrs. Jacobs and Mr. Newman got on the phone and added their congratulations and stated that they were looking forward to meeting both he and Mrs. Brown in London.

As the winners of the ITC/20th Century-Fox DOCTOR DOLITTLE Sweepstakes, Mr. and Mrs. Brown will be flown from Columbia to New York on December 8th where they will be met at the airport by a chauffeur-driven limousine and taken to one of the finest hotels in the city. That same evening, they will be guests of honor at a special cocktail party to be held at the Friars Club.

On December 9th, the Browns' trip will be hosted by Toasts from his famous restaurant for luncheon and, that evening, they will be entertained at New York's famous Elmer's Club. At 10:10 p.m., the Browns' will board Olympic Airways Flight 601 to Paris where they will be met by Mr. Heris Kapetanakis of Olympic on arrival. From Paris they will be flown to London with luxurious accommodations awaiting them at the Grosvenor House.

On December 12th, "MR. & MRS. AMBASSADOR" will attend the Royal Command Performance of DOCTOR DOLITTLE, along with Her Majesty, Queen Elizabeth II, as well as Members of Parliament, world-renowned society figures and distinguished film and theatre personalities. They have also been invited to a premiere party as well as other social events. Gedy, guided by the Embassy Film Corporation, ITC and the British Empire Campaign committees. They will have an opportunity to meet and be photographed with many of the stars of DOCTOR DOLITTLE—Ray Harrison, Sammie Davis, Anthony Newley and Richard Attenborough, as well as Richard Zanuck, Executive Vice-President in Charge of Production at 20th Century-Fox; the producer of DOCTOR DOLITTLE, Arthur P. Jacobs; the director, Richard Fliehl; the writer and composer, Leslie Bricusse; and the musical director of 20th Century-Fox, Mr. Lionel Newman.

On December 13th, Mr. and Mrs. Brown will be returning to Paris, where they will be met by representatives of 20th Century-Fox Film Corporation and Olympic Airways. In Paris they will see the sights, visit the famous Lido Club, dine at Maxim's and stay at the luxurious Ritz Hotel.

On December 14th, we board the plane—once again, first class accommodations on Olympic Airways—for our return home. The Browns will then write of their experiences on this exciting trip and the story will appear in BILLBOARD. This fabulous prize is the first of many "treasures" that will be given to each distributor as a reward for the most gigantic promotion ever held in the music industry.

DGG Nears 250 in Cassette Titles —Output Aim 1.5 Mil. Units in '68

By OMER ANDERSON

HAMBURG — By the end of the year, Deutsche Grammophon will have 250 cassette titles on the market, about 50 of them with classical repertoire from DGG.

For the first time, Deutsche Grammophon this year has pursued a policy of presenting its most important classical and pop (the Polydor label) on cassettes, as well as LP.

Grammophon estimates 1967 production at 1 million units.

It was necessary, however, to expand the cassette production facilities at Grammophon's Hannover pressing plant. Grammophon announced that it has target 1968 production at 1.5 million units, including the demonstration cassettes which are given free to purchasers of Philips machines.

Own Labels

Grammophon is now producing cassettes with material from its own labels (Deutsche Grammophon, Polydor and Polydisk International); and material distributed by Grammophon on the Verve, MGM, United Artists, A&M Records and Storyville labels.

Deutsche Grammophon has developed special sales promotion aids for cassette dealers, including revolving and hanging racks, and has supplied retailers with special sales promotion materials.

Grammophon pointed out that it is distributing all of its own cassettes—both pop and classical. This distribution is independent of Philips.

Grammophon has just re-

leased a further series of 10 classical cassette titles, including highlights from Herbert von Karajan's La Scala production of "Cavalleria Rusticana" and "Pagliacci," his recordings of "Mussorgsky's" Pictures at an Exhibition and Ravel's "Bolero." Siegfried Behrend's recording of the "Guitar Concerto," by Rodrigo and Castelnuovo-Tedesco; and—all with the Berlin Philharmonic—highlights of Karl Boehm's recording of Mozart's

Magic Flute.

Grammophon said the following artists are represented on its pop releases: Peter Alexander, Herb Alpert, the Bee Gees, Roy Black, James Brown, the Cream, Ella Fitzgerald, Connie Francis, Freddy, Erroll Garner, Max Greger, Jini Hendrix, Bert Kaempfert, James Last, the Lovin' Spoonful, Wencke Myhre, Oscar Peterson, Fritz Schulz-Reichel, Jimmy Smith and the Who.

MGM's Tape Parley Slated for London

LONDON — Two hundred executives, distributors and their wives from the American tape and tape CARTRIDGE industry will be flown to London by MGM in January for a major tape conference and a week of special activities.

The conference will be the highlight of the all expense-paid week which will be the prize for the Ampex and ITC distributors achieving the greatest increase over their sales quotas during the current three-month sales incentive program for MGM tape product in the U.S.

MGM's tape products and special projects chief Mel Price arrived in London Nov. 1 for talks with MGM's ITC chief Rex Oldfield on the setting up of the conference to be held at London's newly opened Royal Lancaster Hotel.

The 80 or so winning distributors and their wives will

get to London Jan. 21 and will be welcomed to a cocktail reception the following evening. On Nov. 23 the conference will open with major keynote speakers including MGM Records president Mort Nesair, Ampex general manager Don Hall, ITC chief Larry Finley and Oldfield.

The conference which may run on to the next day will include new product presentation and the unveiling of the latest developments for MGM repertoire in the various configurations.

Other executives at the conference will include MGM's Eric Steinmetz and ITC's Jim Gall. Many of the brass, including Nesair, will go on afterward to MIDEM in France.

Meanwhile the distributors, whose air flights and accommodations will all be paid for by MGM, will be treated to a full range of special activities by their British MGM hosts, including performances by local MGM artists, a discotheque visit and trips to other places of special interest.

Pepsi Gets License

NEW YORK — Pepsi-Cola Bottling Co. has received a two-year license from Mountain Dew soft drink commercials from Tannen Music. The "Mountain Song" tune was written by Scott Wiseman and Bascom Lunsford.

Phonodisc Enters Market As Distributor of 8-Track

TORONTO—Phonodisc, Ltd., is the latest Canadian record distribution firm to enter the tape cartridge field, with distribution of 8-track Motown product set and negotiations under way for the 8-track product of other record labels they represent.

Phonodisc delayed entering the cartridge field until its surveys in the field indicated sufficient demand, and these surveys of retail outlets, plus discussions with companies already in the market here and with their affiliates in the U.S., have

led the company to believe 8-track is the configuration to go with. Four-track will be added only if and when demand warrants it.

Phonodisc's initial release, announced with a special mailing to record dealers, includes virtually all 8-track product available from the Motown catalog, to be imported to retail at \$7.98. "We are not only going to sell through normal record outlets; we are looking into distribution to automotive and electronics outlets as well," said national sales manager Hal Ross.

Australian Record Co. Enters Cassette Derby

SYDNEY — The Australian Record Co. has entered the cassette business with the release of 24 tapes from the CBS catalog. Artists included Bob Dylan, Frank Sinatra, Barbra Streisand, Julie Andrews, Simon and Garfunkel, Amy Williams, the New Christy Minstrels, Charlie Byrd and the Byrds.

The Australian Record Co. has had earlier small releases of imported Lear Jet and Muntz cassette sales have not been great. The company is entering territory pioneered in Australia

by Philips 18 months ago and later developed by EMI.

An ARC spokesman said his company was promoting the tapes by leaflets and displays and were selling them in car showrooms and radio accessory stores as well as in record stores. The tapes would sell for the regular market price of \$7.75 retail and would be followed up by releases of cassettes of material from other labels locally owned by them. These would include Kapp and Chess material.



RECEIVING A PLAQUE FROM MGM Records for outstanding sales of PlayTape machines and CARtridges is Sidney Koenig, left, of Chancelor Electronics, Newark, N. J. Irv Stirmel, head of special projects for MGM, made the award.

Borg-Warner Adds Player

CHICAGO — Borg-Warner's Spring division is adding a new eight-track tape CARTRIDGE player to its 1968 line. The self-contained unit, called the 800, can be played at the touch of a switch through existing stereo componentry. Its speakers can be used in their attached positions or separated as much as 18 feet. Price of the lightweight player is about \$100.

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Peterbilt Equips Trucks With Units Tailored to Long Haul

By BRUCE WEBER

LOS ANGELES — Instead of warm cabs and dashboards equipped with radios, truck drivers now want luxuries and stereo tape music.

Peterbilt Motors Co., Newark, Calif., a custom truck-building division of publicly owned Pacific Car & Foundry Co., is prospering because it tailors Motorola 8-track tape players.

Drivers now insist on tape players—"4 or 8-track, if you please"—to while away the lonely driving hours between cities. While Peterbilt limits its unit installation to 8-track, it will install any 8-unit player, including RCA, Lear, Borg-Warner, Universal Tape deck.

Companies and drivers also can purchase tapes at Peterbilt—in the parts department. "A driver can buy an exhaust pipe and stereo tape in our parts department," smiles John M. Bodden, Peterbilt's general manager. "We have a complete tape catalog, and we manage to keep up with the latest product, too."

"We're always happy to customize equipment and cabs for a reasonable price." While declining to stipulate the tariff on tape player installation—"It varies, Bodden says, "depending on which unit is used—to lure additional truck buyers into using stereo music.

Only one other "tailored truck" company in the country customizes trucks with tape units, asserts Bodden, who reveals that 20 per cent of the trucks coming out of their plant are equipped with 8-track units.

Kenworth Co. of Seattle, Wash., also tailors trucks with tape players.

Bodden smiles as he says it, because tape units have been a pleasant "growth area" for Peterbilt, along with air cushion seats, air conditioning, radios, chrome decorations and specific color combinations.

While he doubts whether tape players will become standard equipment, Bodden visualizes a great response among independent truckers to install units. "The national trucking lines are involved with union contracts that limit 'convenience gadgets,'" he says.

Units have become popular, Bodden believes, because of selectivity of music and because truck radios often fade out along trucking routes. "Players guarantee a continuous flow of music, and tapes may be purchased to suit the tastes of each truck driver."

On one occasion, Peterbilt installed a stereo unit with four speakers in an "over-the-road" truck because the driver was a high-fidelity buff.

Even the fact that wives get into the act—picking truck

colors, interior decoration, 8-track units and tape—doesn't disturb Bodden. Often, it's the wife who urges her truck-driving husband to purchase a unit," he says. "They want them to be comfortable along the lonely roads, I guess."

Peterbilt operates with approximately 1,000 employees in a 300,000-square-foot facility, with expansion plants being considered in Indiana, Ohio, Tennessee or Kentucky.

Wellington Into 5 New Locations

PHILADELPHIA — Wellington Car Stereo Centers, a new tape and stereo operation for this area, has apparently hit paydirt with its operations based on outdoor sales from trucks and gasoline station outlets. The firm has leased five new locations in the area and other locations are planned.

The new sites include two former service stations—one in the city and the other in nearby Chester, Pa. A third stop is a corner property in the North-east section of the city. The other two are a building in Upper Darby, Pa., and a store in Pennsauken, N. J.

Atlas-Rand Will Distribute Berlitz Language Cassette

CLIFTON, N. J. — Atlas-Rand Corp. has acquired exclusive national distribution rights to Berlitz language lesson cassettes, said Harold Rosen, Atlas-Rand vice-president and chief of the firm's Sentry tape CAR-tridge line.

Berlitz will continue to accept cassette orders only from educational accounts; Atlas-Rand will handle all other accounts, according to Sentry sales director Dick Price. Atlas-Rand is offering 10 Berlitz cassettes

—two each in Spanish, French, Italian, German, and Russian. The language lesson cassettes were designed primarily for the growing number of Americans who travel to Europe on vacation or business. Each cassette

teaches basic phrases necessary in every-day situations.

The cassettes list for \$6.95. Price said that as an introductory offer pre-packs of 50 assorted Berlitz language cassettes will be available through Jan. 15 to dealers at a discount of 1/3, plus an extra 5 per cent. All Berlitz cassettes carry the Atlas-Rand 100 per cent exchange guarantee.

In connection with the cassettes, Berlitz phrase books will be available for a suggested retail price of \$1.25.

Harrison Catalog Business Booms

NEW YORK—To illustrate how fast the tape CARtridge business is growing, the Harrison Catalog of Stereo 8 Cartridge Tapes—Nov./Dec. 1967 sold 115,000 copies, said Mrs. Molly Harrison, president and publisher of the firm. A year ago the catalog's first issue sold 70,000 copies.

The catalog, devoted only to 8-track, contains 2,852 titles. Another catalog—the Harrison Catalog of Stereo 4-Track Tapes—covers 4-track cartridges, cassettes and reel-to-reel tapes. The firm launched a tape catalog in 1955 when only monaural tapes were available and has followed the development of the business into 4-track and 8-track.

Lear Division Adds 4 Distributors

DETROIT — The stereo division of Lear Jet Industries has named four new distributors to carry the complete line of Lear Jet Stereo 8 home and auto cartridge playing systems.

New distributors added during the past two months were Cooper-Louisville, Louisville, Ky.; Continental of Hawaii, Honolulu; Bill Fisher Auto Air Conditioning, Little Rock, Ark.; Carwell Distributing Co., Winston-Salem, N. C., and Godwin Distributing Co., Atlanta, Ga.

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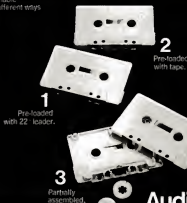


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Tape CARtridge

Stereodyne Is Giving 'No Return' CARtridge 50G Promotional Lift

DETROIT—Waving a \$50,000 advertising and promotion budget, Stereodyne, an independent tape cartridge duplicator and manufacturer, is launching an all-out campaign to promote its new "No Return" tape cartridge.

In its design, "One Way Cartridges—No Returns," Stereodyne takes the defective cartridge rate to task. Key features of its new 4 & 8-track cartridges are its spacious spill chamber and eliminator of pressure pads. Stereodyne officials claim that its 8-track unit contains "the industry's largest spill chamber," while its 4-track cartridge features that configuration's only spill compartment. The chamber provides the room for tape take-up within the cartridge. The larger chamber, Stereodyne officials say, prevents the tape from jamming in the player and thus ends pile-up and tape pleating by the pinch roller.

Marketed under the "Dynapak" trademark, the new cartridge design also features a platform which holds the tape in the cartridge. The tape path is completely enclosed. Total record capacity

of the cartridge is 100 minutes.

Dynapak's spill chamber also allows simple return of a pulled-out tape loop. By quickly tugging and releasing the tape on the side opposite the pinch roller, the tape loop returns into the cartridge.

Another feature of the Dynapak "No Return" cartridge is the elimination of the pressure pads. According to Stereodyne officials, the pressure pad is the cause of crosstalk on 8-track cartridges. Also, they claim the pad reduces head wear in players. Wow and flutter is eliminated through a one-piece silicone pinch roller.

Fewer parts and the interchangeability of parts between 4-and 8-track cartridges is still another of the cartridge's features.

Stereodyne's cartridge, while being tamper-proof, is also easily opened by the duplicator or manufacturer. The cartridge is closed by a single screw under the wrap-around label. The only way a consumer can open the cartridge is by breaking the label.

From The Music Capitals of the World

• Continued from page 86

pearances, and finalize a tour of France with Nana Mouskouri in March. . . Les Sautiers, one of the top French-Canadian groups, have recorded English versions of their current Jupiter release, "I Don't Know" and "Late, It's Getting

needy, My Kind of Guy" by Pat Burns, controversial, abrasive host of CKGM Montreal's open-line radio shows. The LP was released only two days before the anniversary of Kennedy's assassination and some stores sold out within hours, with airing of the album on Burns' Nov. 22 shows adding impact. Burns also has a multitude of fans in Vancouver who rioted when he was taken off the air there a few years ago. Other side of the LP is "Easter Message," Burns' monologue on why Christ died, which guarantees renewed interest at Easter. . . Impressionist Rich Little's first single since signing with Colgems has been rushed by RCA Victor. It's "That's Life" (the Senator) and "Did I Ever Really Live" (Bogie). . . Arc's hit singing satirist, the Brothers-in-Law, hit the Christmas record market with a single, "Christmas Snow" and "Merry Christmas Madrigal," after which carols will never be

the same. . . RCA Victor has a new single by Calgary's 49th Parallel from Canada's U.S. pre-release in Canada of "Citizen Freak" and "She Says," following up the success of their "Labourer" here. KIT MORGAN

Mahler 6th Out On CBS for Yule

LONDON — CBS is releasing for Christmas sales Mahler's "Symphony No. 6," with Leonard Bernstein conducting the New York Philharmonic. The two-record set will retail at the special price of \$6.

This issue is a further step in the CBS-projected complete cycle of Mahler's symphonies of which "No. 8" has been a best seller during the past few months.

The set also contains reminiscences by the composer's daughter Anna Mahler, associates and musicians who played under him.

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late," plus two other sides in English, and have attracted interest from several U. S. companies, while France has shown interest in the French versions.

New Canadian company, Barclay Records Ltd., and general manager Johnny Williams played host last month to Marcel Aurof, director-general of Riviera, and his wife, Riviera's new director Leo Minoir, and their new recording star, Nicolette, under the name "Les Lords of the Pop Music." is high on the charts in France. During their 10-day stay, Nicolette appeared on several CBC-TV French network shows, then did a promotional tour of the province, visiting key radio and TV stations.

Almadia Record Corp., distributor of the Living Language series in Canada, reports a continuing upswing in sales of French courses to English-speaking Canadians and English courses to French-Canadians as national unity remains an issue, and a surprise surge in sales of Japanese courses, now selling more per month than sold per year in the past. This reflects interest in Expo '70 in Tokyo, explains partner Marvin Drimmer. . . Quality reports excellent response from radio stations to its promotion to pick the A side of the debut single by the Fringe via deejay votes. Winning out from five selections by the Toronto group is "Flower Generation" for rush release to follow up interest, gained by the promotion. Dave Tierney, GFUN, Vancouver, deejay, won \$100 payable to his favorite charity in a draw from entries naming the winning title.

RCA Victor had an instant hit in Montreal with its album "Ken-



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Audio Detailing

Audio Retailers Back Biggest Weekend With Ad Barrage

CHICAGO—The weekend after Thanksgiving—the biggest Friday-Saturday for audio sales during the year—was topped over advertising the country with record advertising.

In an attempt to stimulate sagging sales, retailers bought particularly large quantities of space in the Thursday (23) and Friday morning dailies.

The Chicago Sun-Times and Chicago Tribune on Thursday were heftier than Sunday editions. Both papers carried record, tape, playback and receiver advertising from scores of retailers. The first full-page ad to be run in the Midwest on tape cartridges was run by E. J. Korvette in the Sun-Times. Other notable advertisements appearing in Chicago—and representative of other major markets—include:

\$2.49
• A full page by Lyon-Healy offering Everest stereo at \$1.88, the Magnavox 8-transistor FM/AM pocket portable at \$19.95, the Magnavox solid-state portable phonograph at \$99.90 and

the Harmony classic guitar at \$48.95.

• A two-page spread by Polk Bros. on records, offering the A&M catalog at \$2.49, Columbia (Williams, Conniff, Faith, Goulet, Byrds) at \$2.75, Columbia's soundtrack "Carnegie" at \$3.35, RCA Victor (Field, Presley, Mancini, Monkees) at \$2.49, RCA Camden at \$1.39, London's Mantovani at \$2.49, Columbia 8-track tapes at \$5 each, Columbia's "Carnegie" on 8-track cartridge at \$6, RCA Victor 8-track cartridge tapes at \$5 and twin-packs at \$6.75.

• Olson Electronics' quarter-page offering the Muntz computable home cartridge player at \$1.19, the Ampex Micro 385 cassette tape player/recorder at \$199.95, the Concord F-90 Radio-cassider at \$69.50 and blank Mylar tape at 69 cents for 1000 feet, 99 cents for 1800 feet and \$1.39 for 2400 feet.

• Wurliitzer's quarter-page offering the Columbia Musical Treasury stereo library of 10 LP's free with the purchase of any stereo unit.

• A two-page spread by Allied Radio Corp. offering the No-relo Continental 101 tape recorder at \$49, the Concord 700 tape recorder at \$149, the Hi-Fi 5300 tape recorder at \$199, Columbia Masterwork M2014 phonograph with stand for \$119, and the Magnavox solid-state portable (FM33) at \$129.95. Allied, strangely enough, advertised no tape cartridge playback equipment.

• Shoppers' World's half-page offering LP's (Cowells, Mantovani, Lulu, H. P. Lovecraft, Box Top) at \$2.88. The store also offered G.E. portable phonographs, radios and table radios.

• Goldblatt's full page listing G.E. four-speaker stereo console 8-track woofers (3-inch tweeters) at \$198.88, the No-relo cassette tape recorder (with mike, remote switch, tape and cues) at \$69.50.

• Karnes Music Co. one-third page offering the following array of music brand names: Zenith, Sylvania, Sony, Wurliitzer, Knabe, Westbrook, Fender, Gibson, Martini, Ampex.

Behind the Radio Sales Revival Is Teen Craving for 'Instant Music'

LOS ANGELES—All "things" considered, today's turn-of-teens have one common interest—music. And the future of any dealer will tell you, adds up to a lot of transistors.

To make sure they had music in the house, U. S. kids are responsible in the main for the sale of 23.5 million portable radios in 1966.

The 1966 figure was 3.1 million. Unit volume for tape and clock radios during the same decade didn't even double.

Just how big the radio revival is here can be seen in this: White Front this year has about doubled its sales in radios, primarily portable AM/FM merchandise. And the future of home electronic sales in radios can be seen in this: White Front next year expects to carry a large inventory in small pocket-sized portables, table models and multi-band portables.

The radio revival is not restricted to teenagers, although they purchase a large percentage of the product.

Businessmen

White Front, for instance, has discovered businessmen appreciate portables for office use. Senior citizens, as numerous in Southern California as there are hippies in San Francisco and along famed Sunset Boulevard, purchase radios to pass away hours while gardening and pruning.

The giant discount outlet points to still another untapped radio market—the sports fan. A trip to any of Southern California's numerous sports stadiums and arenas reveals local businessmen with ear plugs listening to the transistors.

White Front, which actively promotes radio product in community, suburban and metropolitan advertising, advertises flyers, prices its merchandise within reach of the teen

wallet and certainly within the financial grasp of senior citizens and businessmen.

White Front's case of teen appeal (teen-agers purchase 68 per cent of the radios according to Chamber of Commerce figures), a vintage home electronic industry—radio—has revived and is making its sound heard in cash registers at large discount outlets and at small independents.

Big

A buyer for White Front put it frankly: "The portable radio market is big, and we want a big piece of the action. We're going after it, too—in a big way."

To woo the purchaser, White Front sells merchandise from \$2.96 (transistor pocket radio) to \$79.96 (a GE/AM/FM stereo table model which plays stereo FM, plus FM/AM. Prices in some lines are very competitive, especially the 10-transistor AM/FM portable for \$19.96 and the GE/AM/FM portable at \$29.96.

A best-seller at White Front in the table model line is the AM/FM table radio for \$16.96.

White Front promotions hit hard at the RCA and General Electric lines, both in portables and in table models. Novelty radios, White Front also do well, and sell even without promotion.

"Whether the teenager or young adult wears far-out clothes or he is a 'square,' today's mod mob want radios," says a White Front salesman.

With the current marketing penchant for turning almost any sort of idea into a teen business, it is inevitable that someone would get around to merchandising radios for every occasion, whether it be for rest and relaxation or for parties.

AB Sells

A salesman at White Front

said: "Southern California is a portable radio market. It doesn't matter if it's a vest-pocket transistor, or an AM/FM model. It all sells."

Portables are aimed at every consumer age group. "We pitch 'em all," the buyer revealed. "And we push portables for the entire family, not just sister or brother. We want every kid in the family to have their own portable or desk radio, or both."

Teens show little self-restraint when purchasing merchandise. It has been several years since the consumer rediscovered the radio, and as many months since the discount house uncovered a solid financial "fountain of youth."

And the teens show no indication of "losing their exuberance," the buyer said.

FM Portables Up in September

WASHINGTON—The Electronic Industries Association's marketing services department reports that for September, FM-capacity portable radios showed an increase of 36.3 per cent in units sold to dealers over the same month last year. The total radio sold during the month: 215,813. Total to date for the year: 1,397,226, a 28.5 per cent increase.

Sales of FM auto radios increased 37.7 per cent over September, 1966 and are running 29.8 per cent of 1966 for the first nine months.

B&W Into Video

NEW YORK—Babcock & Wilcox Co., through its Diamond Power subsidiary, is entering the videotape recorder field. Plans call for introduction of three models ranging in price from \$1,000 to \$8,500.

EIA Approves, Funds Technician Program

WASHINGTON—A five-year program designed to increase the number of qualified servicemen available to the consumer electronics industry was approved and budgeted at over \$500,000 during the recent Los Angeles meeting of the executive committee of the consumer products division of the Electronic Industries Association.

The multi-phase program will encompass career guidance, on-the-job and student training, curriculum upgrading, job placement and public relations. There is an estimated shortage of about 30,000 service technicians in the industry.

A 15-minute, color film on electronic servicing as a career will kick off the career guidance program. It is anticipated that the film will be seen by over a quarter of a million high school students every year. A brochure for both the student and guidance counselor will be widely distributed.

Newsletter
A series of weekend and summer seminars and institutes will be devoted to training teachers in the consumer electronics field. This will be supplemented by a teacher's newsletter. The CPD will provide a consultation service to schools and school districts for curriculum upgrading.

The positive side of electronics servicing would be stressed by a public relations campaign utilizing radio and TV, feature articles and other means.

CPD staff members, accompanied by service managers from several major consumer electronics firms, will attend the American Vocational Association convention in Cleveland this month to conduct a three-hour seminar on all aspects of electronics servicing as a career. The convention is attended by over 1,500 guidance counselors, teachers and students from all over the country.

Houston Store Opening Features Seeburg Unit

HOUSTON—Holcombe-Lindquist, Inc., opened its new Memorial Spring branch in Town and Country Village here late last month with a "Swinging Fun-In" that featured the new Seeburg Home Music Center.

Holcombe-Lindquist, its main store in Houston, handles such brands as Hammond organs, Story and Clark console pianos, Kawai pianos, Cable spinet pianos, Huntington pianos built for Gulf Coast climate and several lines of player pianos.

The store has a modern piano and organ service department

offering piano tuning and regulating, refinishing and rebuilding, and repair and installation of all brands of electric and electronic organs. There are in-store facilities for teaching, and the store has set up a teacher-referral program throughout the southern part of the State to arrange lessons for students near by.

Holcombe-Lindquist maintains an extensive sheet music department with all top tunes, teaching methods and best-selling folios and arrangements.

The store is also well known in this region as sponsor of pop concerts at Jones Hall for the Performing Arts.

It is one of 100 outlets being appointed in major markets to handle the new Seeburg record player.

Dummy Rule Due

WASHINGTON—A trade regulation outlawing "dummy" transistors in promotion or advertising is to be handed down by the FTC in 1968, Federal Trade Commission sources report.

The industry generally supports the FTC's position barring, obviously non-functioning transistors or diodes labeled as transistors in the advertised transaction "count."

The Electronic Industries Association cautioned in Oct. 1 hearing, however, that transistors used in parallel, in cascades or performing auxiliary functions should not be included in the ban. The association also recommended that not less than a year should be allowed for compliance to the proposed trade rule.

Two New Stores

SACRAMENTO—Two retail outlets—Value Giant Department Store and Lenzi's TV & Appliances—will open new locations near here, and will feature radios, televisions and phonographs.

Value Giant will open a \$300,000 installation in Yreka, while Lenzi's will open its third location in Sacramento. The other two stores are in Roseville and Fair Oaks.



SHIPPING

OUR GUARANTEE... orders for Diamond and sapphire needles, Power Point, cartridge, spindles, tape and accessories are shipped from our central Mid-West location (near Chicago). The same day order is received... and at direct to you low prices.

Save delivery—write for Pfannstiel's self-mail order forms now.

DIRECT-TO-DEALER

Pfannstiel

CHEMICAL CORPORATION • BOX 49
100 LAKEVIEW AVE. • WAUKEGAN, ILLINOIS
Distributors of the PF-25 Diamond Needle

Below is a list of the best selling LP's and singles to date. As the sales of Christmas product increase, so too will the number of best selling Christmas LP's and singles reported in these special charts—in accordance with sound research practices in terms of sufficient retailers reporting significant sales on specific records. These special charts will run for the next 4 issues as a special buying and stocking guide. NOTE: It is possible that many new Christmas releases have not yet had the full opportunity to be reflected here.

CHRISTMAS LP'S

Pos. TITLE—Artist, Label & Number

1. **A CHRISTMAS ALBUM**—Barbra Streisand, Columbia CL 2757 (M); CS 9557 (S)
2. **MERRY CHRISTMAS HO, HO, HO**—Lou Rawls, Capitol T 2790 (M); ST 2790 (S)
3. **THE DEAN MARTIN CHRISTMAS ALBUM**—Reprise R 6222 (M); RS 6222 (S)
4. **MERRY CHRISTMAS**—Johnny Mathis, Columbia CL 1195 (M); CS 8021 (S)
5. **CHRISTMAS SONG**—Nat King Cole, Capitol W 1967 (M); SW 1967 (S)
6. **ANDY WILLIAMS' CHRISTMAS ALBUM**—Columbia CL 2087 (M); CS 8887 (S)
7. **ELVIS' CHRISTMAS ALBUM**—Elvis Presley, RCA Victor LPM 1951 (M); LSP 1951 (S)
8. **SOUND OF CHRISTMAS**—Ramsey Lewis Trio, Cadet LP 687 (M); LPS 687 (S)
9. **JIM NABORS' CHRISTMAS ALBUM**—Columbia CL 2731 (M); CS 9531 (S)
10. **CHRISTMAS, PRESENT AND PAST**—Paul Revere & the Raiders, Columbia CL 2755 (M); CS 9555 (S)
11. **A CHRISTMAS TREASURE**—Julie Andrews with Orch.; Harpichord of Andre Previn, RCA Victor LPM 3829 (M); LSP 3829 (S)
12. **MERRY CHRISTMAS**—Bing Crosby, Decca DL 8128 (M); DL 78128 (S)
13. **CHRISTMAS WITH ED AMES**—RCA Victor LPM 3838 (M); LSP 3838 (S)
14. **JAMES BROWN SINGS CHRISTMAS SONGS**—King 1010 (M); 1010 (S)
15. **LITTLE DRUMMER BOY**—Harry Simeone Chorale, 20th Century-Fox TFM 3100 (M); TFS 4100 (S)
16. **IN THE CHRISTMAS SPIRIT**—Booker T & the M.G.'s, Stax 713 (M); S 713 (S)
17. **WE WISH YOU A MERRY CHRISTMAS**—Ray Conniff Singers, Columbia CL 1892 (M); CS 8692 (S)
18. **SOUND OF CHRISTMAS**—Johnny Mathis, Mercury MG 20837 (M); SR 0837 (S)
19. **MERRY CHRISTMAS**—Supremes, Motown M 638 (M); S 638 (S)
20. **CHRISTMAS RHAPSODIES FOR YOUNG LOVERS**—Midnight String Quartet, Viva V 6010 (M); V 36010 (S)
21. **HAVE YOURSELF A SOULFUL LITTLE CHRISTMAS**—Kenny Burrell, Cadet LP 779 (M); LPS 779 (S)
22. **SILENT NIGHT**—Mahalia Jackson, Columbia CL 1903 (M); CS 8703 (S)
23. **CHRISTMAS GREETINGS FROM MANTOVANI AND HIS ORCHESTRA**—London LL 3338 (M); PS 338 (S)
24. **MERRY CHRISTMAS**—Andy Williams, Columbia CL 2420 (M); CS 9220 (S)
25. **SING SONGS OF CHRISTMAS**—Guy Lombardo, Capitol KAO 1443 (M); SKAO 1443 (S)
26. **JACK JONES' CHRISTMAS ALBUM**—Kapp KL 1399 (M); KS 3399 (S)
27. **PERRY COMO SINGS MERRY CHRISTMAS MUSIC**—RCA Camden CAL 660 (M); CAS 660 (S)
28. **MANY MOODS OF CHRISTMAS**—Robert Shaw Chorale, RCA Victor LHM 2684 (M); LSC 2684 (S)
29. **A MUSIC BOX CHRISTMAS**—Rita Ford Music Boxes, Columbia CL 1698 (M); CS 8498 (S)
30. **SPIRIT OF CHRISTMAS**—Living Strings, RCA Camden 783 (M); S 783 (S)
31. **WINTER WONDERLAND**—Earl Grant, Decca DL 4677 (M); DL 74677 (S)
32. **MERRY CHRISTMAS**—Jackie Gleason, Capitol W 758 (M); DW 758 (S)
33. **CHRISTMAS WITH ELLA FITZGERALD**—Capitol T 2805 (M); ST 2805 (S)
34. **CHRISTMAS WITH THE CHIPMUNKS, VOL. 2**—David Seville & the Chipmunks, Liberty LRP 3334 (M); LST 7334 (S)
35. **LITTLE DRUMMER BOY**—Living Voices, RCA Camden 911 (M); S 911 (S)
36. **CHRISTMAS GREETINGS**—Jerry Vale, Columbia CL 2225 (M); CS 9025 (S)
37. **DO YOU HEAR WHAT I HEAR?**—Do Re Mi Children's Chorus, Kapp KL 1368 (M); KS 3368 (S)

38. **CHRISTMAS WITH EDDY ARNOLD**—RCA Victor LPM 2554 (M); LSP 2554 (S)
39. **MERRY CHRISTMAS CAROLS**—Robert Rheims Organ & Chimes, Rheims 6006 (M); ST 7706 (S)
40. **CHRISTMAS CAROLS FOR SOLO GUITAR**—Charlie Byrd, Columbia CL 2555 (M); CS 9355 (S)
41. **FOR CHRISTMAS THIS YEAR**—Lettermen, Capitol T 2587 (M); ST 2587 (S)
42. **MERRY CHRISTMAS**—Al Martino, Capitol T 2165 (M); ST 2165 (S)
43. **MERRY CHRISTMAS**—Henry Mancini, RCA Victor LPM 3612 (M); LSP 3612 (S)
44. **SANTA'S OWN CHRISTMAS**—Capitol T 2836 (M); ST 2836 (S)
45. **NOEL**—Joan Baez, Vanguard 9230 (M); 79230 (S)
46. **CHRISTMAS IS**—Percy Faith, Columbia CL 2577 (M); CS 9377 (S)
47. **TO WISH YOU A MERRY CHRISTMAS**—Harry Belafonte, RCA Victor LPM 2626 (M); LSP 2626 (S)
48. **SOUND OF CHRISTMAS**—Al Hirt, RCA Victor LPM 3417 (M); LSP 3417 (S)
49. **MORE SOUNDS OF CHRISTMAS**—Ramsey Lewis Trio, Cadet LP 745 (M); S 745 (S)
50. **CHRISTMAS HYMNS AND CAROLS**—Mario Lanza, RCA Camden CAL 777 (M); CAS 777 (S)
51. **CHRISTMAS TIME**—Roger Williams, Kapp 1164 (M); 3048 (S)
52. **STAR CAROL**—Tennessee Ernie Ford, Capitol T 1071 (M); ST 1071 (S)
53. **JOY TO THE WORLD**—Andre Kostelanetz, Harmony 7432 (M); 11232 (S)
54. **HOLIDAY SING ALONG WITH MITCH**—Mitch Miller & the Gang, Columbia CL 1701 (M); CS 8501 (S)
55. **HOLIDAY CHEER**—Dean Martin, Capitol T 2343 (M) ST 2343 (S)
56. **HAVE A JEWISH CHRISTMAS . . . ?**—Lennie Weinrib & Various Artists, Tower T 5091 (M); (No Stereo)
57. **THE GLORIOUS SOUND OF CHRISTMAS**—Philadelphia Orchestra (Ormandy) & the Temple University Choir, Columbia ML 5769 (M); MS 6369 (S)
58. **THE 4 SEASONS' CHRISTMAS ALBUM**—Philips PHM 200-223 (M); PHS 600-223 (S)
59. **CHRISTMAS WITH BUCK OWENS**—Capitol T 2396 (M); ST 2396 (S)
60. **CHRISTMAS WITH MARTY ROBBINS**—Columbia CL 2735 (M); CS 9535 (S)
61. **CHRISTMAS WITH THE LENNON SISTERS**—Dot DLP 3343 (M); DLP 25353 (S)
62. **CHRISTMAS WITH ANITA BRYANT**—Columbia CL 2720 (M); CS 2720 (S)
63. **SEASON'S GREETINGS FROM PERRY COMO**—RCA Victor LPM 2066 (M); LSP 2066 (S)
64. **SONGS FOR A MERRY CHRISTMAS**—Wayne Newton, Capitol T 2588 (M); ST 2588 (S)
65. **THE KATE SMITH CHRISTMAS ALBUM**—RCA Victor LPM 3607 (M); LSP 3607 (S)
66. **WE WISH YOU A MERRY CHRISTMAS**—Floyd Cramer, RCA Victor LPM 3828 (M); LSP 3828 (S)
67. **TWELVE SONGS OF CHRISTMAS**—Jim Reeves, RCA Victor LPM 2758 (M); LSP 2758 (S)
68. **CHRISTMAS ALBUM**—Bobby Vee with Johnny Mann Singers, Sunset 1186 (M); 5186 (S)

CHRISTMAS SINGLES

Pos. TITLE—Artist, Label & Number

1. **SNOOPY'S CHRISTMAS**—Royal Guardsmen, Laurie 3416
2. **LITTLE DRUMMER BOY**—Lou Rawls, Capitol 2026
3. **PLEASE COME HOME FOR CHRISTMAS**—Charles Brown, King 5405
4. **LITTLE DRUMMER BOY**—Harry Simeone Chorale, 20th Century-Fox 429
5. **SILENT NIGHT**—Mahalia Jackson, Kenwood 750
6. **MERRY CHRISTMAS, BABY**—Charles Brown, Hollywood 1021
7. **THE CHRISTMAS SONG**—Nat King Cole, Capitol 3561
8. **ROCKIN' AROUND THE CHRISTMAS TREE**—Brenda Lee, Decca 30776
9. **JINGLE BELL ROCK**—Bobby Helms, Decca 30513
10. **TWINKLE TWINKLE**—Supremes, Motown 1085
11. **SILVER BELLS**—Earl Grant, Decca 25703
12. **IF EVERY DAY WAS LIKE CHRISTMAS**—Elvis Presley, RCA Victor 8950
13. **LET'S MAKE THIS CHRISTMAS MEAN SOMETHING THIS YEAR**—James Brown & His Famous Flames, King 12255
14. **LONESOME CHRISTMAS**—Lowell Fulson, Hollywood 1022

Word's Out On The KENNY BURRELL Album HAVE YOURSELF A SOULFUL LITTLE CHRISTMAS.

"Everyone celebrates Christmas in his own way. After listening to the series of performances by Kenny Burrell on *Have Yourself A Soulful Little Christmas*, I'm convinced he's having more fun celebrating than anyone. Kenny has captured the holiday spirit in his own inimitable style."

Richard Carr, Program Director
WNEW — New York City

"Christmas programming is one of the most challenging considerations I'm faced with. It's refreshing and actually exciting to be able to play an album like Kenny Burrell's *Have Yourself A Soulful Little Christmas*. I feel it gives us a real lift. I think the whole modern approach gives us a chance to play genuine Christmas music without compromising our contemporary sound."

Allan Hotien, Program Manager
WIP — Philadelphia

"From the day I received Kenny Burrell's *Have Yourself A Soulful Little Christmas*, I've had to play at least one track from it every day. It's just that tasty an album."

Charlie Boone
WCCO — Minneapolis

"'Merry Christmas' is a well-known saying, but it becomes a reality when you listen to Burrell's treatment of Christmas tunes."

Bill Mayhugh
WMAL — Washington, D.C.

"I've played the Kenny Burrell Christmas album in every market I've worked in. I'm playing it this year in St. Louis."

Bill Calder, Program Director
KKW — St. Louis

"When I heard Kenny Burrell's Christmas album last year, I felt it was something special. And why not — here was a master guitarist, showcased by Richard Evans' brilliant arrangements. When I was still getting requests for the album in late January, I knew the album was, indeed, something very, very special."

Yvonne Daniels
WSDM — Chicago

"Burrell's *Have Yourself A Soulful Little Christmas* is a marvelous album. It has a little to satisfy all musical tastes. It'll appeal to everyone from the jazz fan to Grandmother."

Mike James
WFBR — Baltimore

"Last year I predicted that Kenny Burrell's album would be one of the biggest Christmas albums of the year and it was. This year I'm predicting the same thing and it will be."

Les Carter
KBCA — Los Angeles

"Just like kids waiting for Santa Claus, we've been looking forward all year to the Christmas season so we can start playing the Kenny Burrell Christmas album."

Betty Gassen, Music Director
WDSU — New Orleans

"Kenny Burrell's Christmas album makes you believe in Santa Claus all over again. It's great!"

Loonis McGlohon, Music Director
WBT — Charlotte, N. C.



CADET LP/LPS 779



Christmas
There's A World of Excitement on CADET



Stereo NPS-2

Mono NP-2

THE ROLLING STONES NEW LP...
A NEW DIMENSION IN SIGHT AND SOUND

★ **STAR PERFORMER**—Sids registering greatest proportionate upward progress this week

[illegible]

43	54	87	DIFFERENT DUMB	Steve Perry (Blue Mountain), Capitol 3904
44	48	60	PAPER CLIP	38 Monitors (Monitors Band), Star 7362
45	17	14	(Loveless) Made Me Realize It'S YOU THAT I NEED	Loveless (Loveless Band), Epic 7044
46	74		WEAR YOUR LOVE LIKE HEAVEN	Runaway (Mickie Most), Epic 10033
47	57	64	NEXT PLACE TO LONDON...	Runaway (Mickie Most), Epic 10033
48	22	29	STAGGER-LEE	Milano Pickett (Tom Dawd & Tommy Craggs), Mercury 7302
49	15	2	LET IT OUT	Joe Raposo (Joe Raposo), Warner 7700
50	8	5	IT'S MUST BE HIM	Wink! Earl Stone (Earl), Liberty 8594
51	73		BEND ME, SHAPE ME	Runaway (Mickie Most), Epic 10033
52	63	85	PEACE OF MIND	Paul Simon & The Sifters (Ferry Malabar), Warner 7700
53	76	7	BEAUTIFUL PEOPLE	Boyz II Men (Boyz II Men), Jive 719
54	61	7	BEAUTIFUL PEOPLE	Boyz II Men (Boyz II Men), Jive 719
55	71		AND GET AWAY	Boyz II Men (Boyz II Men), Jive 719
56	72		SINCE YOU SHOWED ME HOW TO BE HAPPY	Boyz II Men (Boyz II Men), Jive 719
57	65		IF I COULD BUILD MY WHOLE WORLD AROUND YOU	Boyz II Men (Boyz II Men), Jive 719
58	52	98	CHATTANOOGA CHOO CHOO	Boyz II Men (Boyz II Men), Jive 719
59	52	63	SOUL MAN	Boyz II Men (Boyz II Men), Jive 719
60	79		WHAT'S IT COMING TO	Boyz II Men (Boyz II Men), Jive 719
61	81		BABY YOU GOT IT	Boyz II Men (Boyz II Men), Jive 719
62	87		TOO MUCH OF NOTHING	Boyz II Men (Boyz II Men), Jive 719
63	86		COME ABOUT ME	Boyz II Men (Boyz II Men), Jive 719
64	82		OKOLONA RIVER, BOTTOM ROAD	Boyz II Men (Boyz II Men), Jive 719
65	74	99	JUDY IN DISGUISE	Boyz II Men (Boyz II Men), Jive 719
66	85		WINDY	Boyz II Men (Boyz II Men), Jive 719
67	95		TELL MAMA	Boyz II Men (Boyz II Men), Jive 719
68	75		WHEN YOU'RE DONE	Boyz II Men (Boyz II Men), Jive 719
69	76		IN THE MOUNTAIN CLOTHING...	Boyz II Men (Boyz II Men), Jive 719
70	77		COVER	Boyz II Men (Boyz II Men), Jive 719
71	66	74	O-O, I LOVE YOU	Boyz II Men (Boyz II Men), Jive 719
72	77		THE OTHER MAN'S GRASS IS ALWAYS GREENER	Boyz II Men (Boyz II Men), Jive 719
73	78		GLAD TO BE UNHAPPY	Boyz II Men (Boyz II Men), Jive 719
74	84	99	I AM THE WALRUS...	Boyz II Men (Boyz II Men), Jive 719
75	84	99	OH BABY	Boyz II Men (Boyz II Men), Jive 719

 Record Industry Association of America seal of certification as million selling single

	—	CHAIN OF FOOLS.	
	—	John Denver (Columbia Records), Atlantic 3460	
67	73	LOVE POWER	1
	—	Londonbros (Judy Nylon), Capitol 142	
68	78	IT'S WONDERFUL	1
	—	Tommy James (Mercury), Capitol 140	
69	72	ITCHYCOO PARK	5
	—	Small Faces (Polygram Music & Records), London 12	
70	75	PIECE OF MY HEART	2
	—	John Phillips (Mercury), Capitol 140	
71	86	DEAR ELOISE	6
	—	John Denver (Columbia Records), Epic 10931	
72	81	STORYBOOK CHIMES	1
	—	Shirley Van & Jeffery Chin (Chin Tapes & Tapes), Epic 10931	
73	78	MOORAY FOR THE SALVATION ARMY BAND	1
	—	801 Club Great Britain (Polygram Music), Epic 10931	
74	—	SUSAN	1
	—	Backslaps (Jamaica), Epic 10931	
75	—	LOVE ME TWO TIMES	1
	—	David Byrne & Tompkins, Epic 10931	
76	77	SHAME ON ME	9
	—	Chuck Jackson (Sire Records), Warner 1346	
77	80	SOCKIN'	1
	—	John Belushi (Sire Records), Warner 1346	
78	88	CAN'T HELP BUT LOVE YOU	3
	—	U2 (RCA), Epic 10931	
79	97	I'LL BE SWEETER TOMORROW	3
	—	Wendy & Jason (Polygram Music), Epic 10931	
80	82	I'M IN LOVE	1
	—	Willie Nelson (Columbia Music & Records), Epic 10931	
81	83	GEORGIA PINES	4
	—	Charmaine Bailey (Mercury), Epic 10931	
82	94	A LOVE THAT'S REAL	1
	—	Introspect (Capitol), Capitol 309	
83	85	TONY BLADE	1
	—	Kenny Rogers (Mercury), Epic 10931	
84	84	WANTED: LOVER; NO EXPERIENCE NECESSARY	1
	—	Louise Loe (Sire Records), Epic 10931	
85	—	CAN'T STAND MYSELF	1
	—	Whitney Young (Columbia Music & Records), Epic 10931	
86	—	UP-UP AND AWAY	1
	—	Book (Mercury), Epic 10931	
87	—	COIN OUT OF MY HEAD/ CAN'T TAKE MY EYES OFF YOU	1
	—	Londonbros (Judy Nylon), Capitol 142	
88	100	FOR WHAT IT'S WORTH	1
	—	King (Columbia Music & Records), Epic 10931	
89	—	BACK UP TRAIN	1
	—	Al Green & Tom Maitland (Mercury), Epic 10931	
90	92	WHERE IS THE PARTY	5
	—	Barry Manilow (Mercury), Epic 10931	
91	—	HERE COMES COME	1
	—	Barry Manilow (Mercury), Epic 10931	
92	96	SOMETHING'S MISSING	1
	—	801 Club Great Britain (Polygram Music), Epic 10931	
93	98	LETTER TO DAD, A	1
	—	Barry Manilow (Mercury), Epic 10931	
94	95	FELICIDAD	1
	—	Barry Manilow (Mercury), Epic 10931	
95	99	CROSS MY HEART	1
	—	Barry Manilow (Mercury), Epic 10931	
96	—	DANCING BEAR	1
	—	Barry Manilow (Mercury), Epic 10931	
97	—	SHOUT	1
	—	Barry Manilow (Mercury), Epic 10931	
98	—	NOBODY BUT ME	1
	—	Barry Manilow (Mercury), Epic 10931	
99	100	LIVE FOR LIFE	1
	—	Barry Manilow (Mercury), Epic 10931	
100	—	A VOICE THE OTHER SIDE OF THE COIN	1
	—	Barry Manilow (Mercury), Epic 10931	

HOT 100—A TO Z—(Publisher-Licensee)

[illegible]

RURBLING UNDER THE HOT 100

101. LIVE FOR LIFE	Compos: Melba & Swain, Miami, 1931
102. DANCING OUT OF MY HEART	Samie Rose, Miami 39
103. I WONDER WHAT SHE'S DOING TONIGHT	Samie Rose, Miami 39
104. ME, ME, ME	Samie Rose, Miami 39
105. THE BELL SOUNDS	Brace Chappel, Miami 39
106. THE BELL SOUNDS	Samie Rose, Miami 39
107. SAMP NEE TWO & FOUR TWO	Foundations, Ltd. 2003
108. GREEN TANGHEROON	Leone Pines, Reddick 35
109. A LITTLE HART HUNT FART	Apia Schaefer, Mt Vernon 14
110. I'M A LITTLE HART HUNT FART	Apia Schaefer, Mt Vernon 14
111. HE'S A LITTLE HART HUNT FART	Apia Schaefer, Mt Vernon 14
112. THE THIRD CALLED LOVE	Pop, Pop-40s 40
113. THREE OF THIS CENTURY	Cyprus, Columbia 4086
114. THE THREE OF THIS CENTURY	Cyprus, Columbia 4086
115. THE THREE OF THIS CENTURY	Cyprus, Columbia 4086
116. THE THREE OF THIS CENTURY	Cyprus, Columbia 4086
117. THE THREE OF THIS CENTURY	Cyprus, Columbia 4086
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147. THE THREE OF THIS CENTURY	Cyprus, Columbia 4086
148. THE THREE OF THIS CENTURY	Cyprus, Columbia 4086
149. THE THREE OF THIS CENTURY	Cyprus, Columbia 4086
150. THE THREE OF THIS CENTURY	Cyprus, Columbia 4086

Special

NUMBER OF
SINGLES REVIEWED

THIS WEEK
185

LAST WEEK
102

*This record is predicted to reach the TOP 40 EASY LISTENING Chart

POP RECORDS

Spotlights Predicted to reach the top 20 of the HOT 100 Chart

PEACHES & HERB—TWO LITTLE KIDS
(Prod. David Kaye/Lt. Rev. Williams) (Writers: David Kaye/John Williams) (BMI)—The cassette Top 20 winners can't miss holding on to this record with this easy love anthem, well written and performed. **WMA** 1184
"We've Got to Love One Another" (Gordella, BMI). Date 1184

ERIC BURDON & ANIMALS—MONTEREY
(Prod. Tom Wilson) (Writers: Gordon-Brown-Wideman-Jenkins-McCulloch) (Jahoda, BMI)—The cassette Top 20 winners can't miss holding on to this record with this easy love anthem, well written and performed. **WMA** 1184
"We've Got to Love One Another" (Gordella, BMI). Date 1184

POP RECORDS

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

JERRY BUTLER—LOST
(Prod. Gamble & Huff) (Writers: Gamble/Huff/Butler) (Doubie/Dunham/Downstairs/Parade, BMI)—Butler hit the comeback trail with his "Mr. Dream" (Gamble & Huff, BMI)—From "San Francisco Highway" the group moved to this "Monterey" with an intriguing rhythm that should quickly repeat the phenomenal success of their last release. **WMA** 1184
"We've Got to Love One Another" (Gordella, BMI). Date 1184

SONNY & CHER—GOOD COMBINATION
(Prod. Sonny Dorsey) (Writers: Barkin) (Jahoda/Pearl/Dee, BMI)—The song's title perfectly defines this melody-top vocal performance and the rhythm material should carry the duo to a high spot on the Hot 100 **WMA** 1184
"We've Got to Love One Another" (Gordella, BMI). Date 1184

DAVE CLARK FIVE—EVERYBODY KNOWS
(Prod. Dave Clark) (Writers: Reed-Mason) (Francis, Day & Hunter, ASCAP)—A powerful rock ballad, right in the teen group, a given a smooth touch by the band, and should bring them back to the charts with impact. **WMA** 1053

FIVE AMERICANS—7.30 GOOD HOUR
(Prod. Alvin Starkey) (Writers: Bryant, Jr.) (Sawyer/Baker, BMI)—The "Seven Americans" and "Five Good Hours" group is off to a good start with this easy rocker with unusual lyrics and compelling melody. Could enter the top of their biggest. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

RUBY ANDREWS—HEY BOY (Take a Chance on Love)
(Prod. Terry Bridges & Evans) (Writers: Bridges/Andrews) (WBMS, BMI)—With sweet music and powerful lyrics, this single should be a hit. Miss Andrews has a lovely winning for both pop and rock markets. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

"JIMMY RODGERS—WHAT A STRANGE TOWN (The People Had No Faces)
(Prod. John Mackay) (Writers: Rodgers/Mackay) (BMI)—Rodgers A&M debut "Child of Clay" made a big dent in the Hot 100, and this equally thought-provoking single should follow suit. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

LINDA JONES—GIVE ME LOVE A TRY
(Prod. George Kretz) (Writers: Poldosch/Poldosch/Reich) (Ziv/Whitely, BMI)—Miss Jones "Myriad" has a pop and rock programmer and buyers with that initial hit and her "What's a Guy" should do again with her classy performance on this strong ballad material. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

BUNNY SIGLER—FOLLOW YOUR HEART
(Prod. John Mackay) (Writers: Sigler/Mackay) (BMI)—Bunnie Sigler, a Bay Area singer is back in the "Let the Good Times Roll" for a new recording, and the sales and singles to follow her. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

JIMI HENDRIX—FOXLEY LADY
(Prod. Yamao) (Writers: Hendrix) (Lark/Tamela, BMI)—Hendrix broke into the charts with "Purple Haze" and this psychedelically inspired single should follow suit. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

Special

Spotlighting new singles deserving special attention of programmers and dealers.

JACK JOHNS—DONT YOU LOVE ME (Pineau, ASCAP) (Writers: Pineau/McDonald)—Moving ballad from the forthcoming TV spec "Cricket on the Beach" is performed to perfection in the smooth ballad. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

CARLA TOMAS—PICK UP THE PIECES (Grove/Whitely, BMI) (Prod. Alvin Starkey) (Writers: Grove/Whitely)—A strong single, first single with "It Always Happens in the Night" is a solid blues ballad with a strong, lively, strong sound. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

BOB HOPE—TO LOVE (Kane, BMI) (Prod. Jimmy Brown) (Writers: Kane/Downstairs/Parade)—A strong single, first single with "It Always Happens in the Night" is a solid blues ballad with a strong, lively, strong sound. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

CLAUDE LORAIN—SHE'S (Metric, BMI) (Prod. Tommy Lipman) (Writers: Lipman/Metric)—A strong single, first single with "It Always Happens in the Night" is a solid blues ballad with a strong, lively, strong sound. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

"VIKKI KARL—THE LESSON
(Prod. Tommy Brown) (Writers: David (BMI, ASCAP)—Lightning will strike twice for Vikki Karl with her emotional performance of a meaningful track. David ballad, much in the commercial vein of "It Must Be Love" (BMI). **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

MARVELTES—MY BABY MUST BE A MUSICIAN
(Prod. "Smoker") (Writers: Robinson) (Jahoda, BMI)—Writer by Smoker Robinson and sang for all its worth, the group has a long overdue smash follow-up to "When You're Young and in Love." Smooth rhythm ball with what it takes to get the way up the charts. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

ARETHA FRANKLIN—MOCKINGBIRD
(Prod. Clive Davis, Howard A. Roberts & Bruce Baylis) (Writers: Fox/Rose) (Jahoda, BMI)—The first single of a new year, back in the hit in today's setting. Her current Atlantic disc, "Chain of Fools" and this entry, should see Miss Franklin double bonus on the Hot 100 **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

TOKENS—AINT THAT PECULIAR
(Prod. Tokens) (Writers: Rogers-Turpin-More-Robinson) (Jahoda, BMI)—The Tokens' new single, "Ain't That Peculiar" is the updated version of the original "Ain't That Peculiar" and should see the group back in the top of the charts. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

CRISPIN ST. PETERS—FREE SPIRIT
(Prod. David Nicolai) (Writers: Ronald/Duff) (Chardon, BMI)—The original "Free Spirit" should be riding right on the Hot 100 once again with this strong, lively, strong sound. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

BRANDON DAVE—LETTER FROM A TEEN-AGE SON
(Prod. David Nicolai) (Writers: Ronald/Duff) (Chardon, BMI)—The original "Free Spirit" should be riding right on the Hot 100 once again with this strong, lively, strong sound. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

MAGNIFICENT MEN—BABY I'M CRAZY 'BOUT YOU
(Prod. G. Sims & Marvin Hoffman) (Writers: Davis/Arlett) (Jahoda, BMI)—A classic rocker that moves from start to finish. Strong, lively, strong sound. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

GENE & DEBBE—IT'S COME RUNNING
(Prod. Don Galt & Troy Calverly) (Writers: Thompson) (Kane/Baker, BMI)—The smooth duo made a chart dent with their "Go With Me" and this easy ballad has all the ingredients to top their last chart success. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

CHICAGO LOOP—SAVED
(Prod. Chris Welch & Bob Stewart) (Adapt. Stewart) (Pendulum/WBMS, BMI)—The Chicago Loop band, with strong sound and tempo, could easily prove a left field smash for the Hot 100. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

JOHN MATHIS—Among the First to Know (Toll-Ann, BMI) (Prod. Bob Mathis) (Writers: Mathis)—A strong single, first single with "It Always Happens in the Night" is a solid blues ballad with a strong, lively, strong sound. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

ROY HAMILTON—Let This World Be Free (Orr/Bay/Beechwood, BMI) (Prod. Marvin Hoffman) (Writers: Orr/Bay/Beechwood)—The Capitol debut is a powerful mix of ballad message material—well handled. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

DECLARATION OF INDEPENDENCE—Sherry Man (Anders, BMI) (Prod. George Thon & Johnny Cymbal) (Writers: Thon/Cymbal)—A strong single, first single with "It Always Happens in the Night" is a solid blues ballad with a strong, lively, strong sound. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

DAVID JACOBSON—The Infamous (The Heart Club, BMI) (Writers: Jacobson/Ladner) (Writers: Jacobson/Ladner)—A strong single, first single with "It Always Happens in the Night" is a solid blues ballad with a strong, lively, strong sound. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

BING CROSBY—Step is the Rear (Morris, ASCAP) (Prod. Sonny Burke) (Writers: Large/Robinson)—A strong single, first single with "It Always Happens in the Night" is a solid blues ballad with a strong, lively, strong sound. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

JOHN MATHIS—Among the First to Know (Toll-Ann, BMI) (Prod. Bob Mathis) (Writers: Mathis)—A strong single, first single with "It Always Happens in the Night" is a solid blues ballad with a strong, lively, strong sound. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

DECLARATION OF INDEPENDENCE—Sherry Man (Anders, BMI) (Prod. George Thon & Johnny Cymbal) (Writers: Thon/Cymbal)—A strong single, first single with "It Always Happens in the Night" is a solid blues ballad with a strong, lively, strong sound. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

DAVID JACOBSON—The Infamous (The Heart Club, BMI) (Writers: Jacobson/Ladner) (Writers: Jacobson/Ladner)—A strong single, first single with "It Always Happens in the Night" is a solid blues ballad with a strong, lively, strong sound. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

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"We've Got to Love One Another" (Gordella, BMI). Date 1184

JOHN MATHIS—Among the First to Know (Toll-Ann, BMI) (Prod. Bob Mathis) (Writers: Mathis)—A strong single, first single with "It Always Happens in the Night" is a solid blues ballad with a strong, lively, strong sound. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

CHRISTMAS SPOTLIGHTS

CARY GRANT—CHRISTMAS LULLABY
(Prod. Irving Z. Thomas) (Writers: Lee/Colanin) (Dunlow/Nichols, ASCAP)—The most touching Christmas ballad of the year, composed by Peggy Lee and Co. Columbia, and performed so beautifully by the film star, will have the same programming and sales impact. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

MIDNIGHT STING—QUARTET—The Little Dreamer Boy (Mills/Int'l. Kar.) (Prod. Bob Johnston) (Writers: Carter/Carter/Carter) (Mills/Int'l. Kar.) **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

BABY WASHINGTON—Single Bell Chime (Bell, ASCAP) **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

CHRISTMAS SINGLES

JOHNNY CASH—ROSANNA'S GOING WILD
(Prod. Bob Johnston) (Writers: Carter/Carter/Carter) (Mills/Int'l. Kar.) **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

RAY PRICE—TAKE ME AS I AM (Or Let Me Go)
(Prod. Don Law) (Writers: Bryant) (Kane/Baker, BMI)—With equal potential for the pop and country charts, this moving duet ballad should be delivered in the best of both styles. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

KENNY PRICE—MY GOAL FOR TODAY
(Prod. Bob Johnston) (Writers: Howard) (Kane/Baker, BMI)—Smooth, moving, romantic duet from the pen of Jack Howard, which Price will spiral right to the top of the charts. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

DON GIBSON—WHERE NO ONE STANDS ALONE
(Prod. Carl Arklin) (Writers: Lister) (Lister, ASCAP)—Called from the "Heart of Gibson" and this moving duet ballad should be delivered in the best of both styles. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

JOHNNY DARRELL—THE SON OF HICKORY HOLLERS TRAMP
(Prod. Bob Johnston) (Writers: Carter/Carter/Carter) (Mills/Int'l. Kar.) **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

JOHNNY PAYCHECK—DONT MONKEY WITH ANOTHER MAN'S MONKEY
(Prod. Bob Johnston) (Writers: Carter/Carter/Carter) (Mills/Int'l. Kar.) **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

EVERYBODY'S GOT TO BE SOMEWHERE
(Prod. Sam Shamoun & Dick Howard) (Writers: Velen) (Mackay, BMI)—Hot on the heels of "The Way We Fall Off the Wagon," dollar has a blockbuster programming and sales follow-up. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

CHART
(Prod. Bob Johnston) (Writers: Carter/Carter/Carter) (Mills/Int'l. Kar.) **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

GEORGE MORRAN—Barbara (Stone Folk, BMI) **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

MOLLY BE—Sinner's Way (Hendry, BMI) **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

MAC CURTIS—The Cheer to Home (Gillespie, BMI) **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

ROD ROBERTS & DALE ARNOLD—Merry Christmas, My Darling (Pentecost) **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

SPOTLIGHTING NEW SINGLES DESERVING SPECIAL ATTENTION OF PROGRAMMERS AND DEALERS.

R&B

Spotlights Predicted to reach the top TELLING R&B SINGLES Chart

HESITATIONS—BORN FREE
(Prod. GWT) (Writers: Black-Berry) (Sterns/Gam, BMI)—The pop music take on a new and powerful liner, this single has the potential to top the charts. **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184

MICKEY MURRAY—Hill House (Pentecost, BMI) **WMA** 1053
"We've Got to Love One Another" (Gordella, BMI). Date 1184



THIS 44-PIECE ARCADE was opened by Springfield, Mo., operator Charlie Page when land clearance cost him five old locations. This new spot, called the Cage, does more volume than all the old stops combined. Page reports. This is one way operators are countering location dislocation. (See stories in this issue.)

Major Record Labels Will Participate in S. C. Show

COLUMBIA, S. C. — For the first time in 20 years, record manufacturers are sending top management brass to participate in a State Convention of jukebox operators.

Lined up so far, as exhibitors here Jan. 27-28, 1968, during the fifth annual South Carolina Coin Operators Association (SCCOA) convention, are MGM, Decca, London and Epic. Regional distributors, such as Manifold Distributing, Charlotte, N. C., and one-stops are also participating.

MGM's Sol Handwerker is flying in from New York with a guest artist. Other top record company personnel will include Nick Alvarano, Epic, Decca's Claude Brennan and Ray House, London.

MOA Role

The interest by record companies in jukebox operators points up a renewed effort on the part of Music Operators of America (MOA) to gain more communication between all segments of the music industry. All firms exhibiting at the recent MOA convention in Chicago were solicited to participate here, said SCCOA secretary-treasurer Mrs. Walter T. (Erb) Campbell, Universal Vending Distributing Co., local firm.

The event, to be held for the first time in the 15,000-square-foot Shrine Club, will be attended by (MOA) president-elect William Cannon, Haddensfield, N. J.; MOA executive secretary Fred Granger, Chicago, and other MOA officials.

SCCOA's current president is Hal J. Shinn, Gaffney, S. C.,

operator, who is also MOA's newly elected sergeant-at-arms. South Carolina State Sen. Fritz Hollings will be among local figures here, SCCOA attorney Peter Hyman will also attend. Registration begins Saturday, Jan. 27. Exhibits are open from 10 a.m. to 5:30 p.m. opening day. A cocktail hour, banquet and dance will be on Saturday's program.

Rovendco—A New Rowe Branch—Opens in S. F.

SAN FRANCISCO — Rowe Manufacturing Co. has established Rovendco International here, a new distributorship under general manager Hans Von Reydt.

The new firm was opened in exuberant style with a party on Nov. 12 and 13 attended by 300 operators.

Leading the contingent from the Rowe plant in Whippany, N. J., was Joe Barton, general sales manager for the major jukebox and vending machine manufacturer.

Said Barton: "The opening of Rovendco establishes a new trend for the industry."

Other well-known industry figures on hand to wish the new distributorship well were Alton Paap, manager of the Rovendco International branch in Seattle, D. Gottlieb & Co., West Coast representative Elky

Sunday exhibit hours are 10 a.m.-12 p.m. luncheon and business meeting follow. Events for the ladies are being planned for Sunday, Jan. 28.

Howard Johnson Motel is holding a large block of rooms until Jan. 28. The phone number for reservations is (803) 765-2101. The motel is a short walk from the Shrine Club, four miles from the city on Interstate 26.

Ray and Jim Wheeler of Liton Industries.

Cadette

The event also served to introduce Rowe's new 100-selection Cadette, photograph and Riviera 25 cigaret vender.

Most of the operators were quick to discover that Rovendco's parts department is headed by Miss Katy Walsh, the only lady parts manager in the industry. Heading up Rovendco's sales force are Ed Heule and Jack DeVore, both well known in the Bay area.

Operator Ed Gaspar, Gaspar Music, Fort Bragg, Calif., won a new Cadette photograph in a drawing during the open house. Al Cohen, Alco Amusement, Vallejo, Calif., won a new Riviera 25 cigaret vender. A Fischer Fiesta pool table was won by Jim Anderson, Jim Anderson Music, Berkeley. Other prize winners were Sid Samprine

(Continued on page 103)

MOV Meet

RICHMOND, Va. — The ninth annual convention of the Music Operators of Virginia was expected to draw most of the State's operators over the past weekend, Nov. 30-Dec. 2.

Featured speakers were Music Operators of America president Bill Cannon, past president John Wallace and counsel Nicholas Allen.

The association was to elect new officers and several new directors. Ashland operator Dick Lumpkin has served as president for the past two years.

Location Loss: Another Look

We recently published results of a national survey taken by an independent New York firm that showed a steady increase in the number of taverns in the U. S. This refuted the oft-repeated statement that urban renewal is taking away locations. Reporter Earl Paige has taken another look at location attrition and reports—in three articles below and a fourth on page 98 slanted toward bill vending—that what has been viewed as location loss is really metamorphosis.

Arcades Reversing Attrition Patterns

By EARL PAIGE

SPRINGFIELD, Mo. — Charlie Page, Modern Music Co. here, is opening five center arcades to replace locations lost to what might be called "rural evaporation." Small Ozark region towns on the periphery of Springfield are dying, and on each case several locations are displaced.

Page is using jukebox music to draw young people to his arcades.

"All the little towns around here used to have two or three honky-tonks, at least three small cafes or restaurants and usually a drug store," said Page. "Now with people leaving for the city these spots just disappear."

The interstate freeways have cut off a lot of towns, too. It used to be we would have two or three truck stops on the

intersections of these old highways. Now these are gone."

Page said that although Springfield has enjoyed excellent growth during the past 10 years as thousands of families have moved here from all over the Ozarks, operators have not necessarily picked up the displaced rural locations.

Lost 10 Spots

"I've lost 10 locations in the past six months. Three cocktail lounges went to background music and now use an orchestra two or three nights a week. One restaurant spent \$50,000 for remodeling and took out the jukebox for background music and two Dairy Queens decided to take out all coin machines."

"I lost five more locations when Southeast Missouri State

(Continued on page 105)

How Discount Dept. Stores Fill a Void

SCHILLER PARK, Ill.—Arcades located in discount department stores can fill a void for operators whose standby stops have been swept away by urban renewal. Some of these fun spots swell to 100-machine size.

One advocate of this new kind of location is Ross B. Scheer, vice-president and director of marketing, Midway Manufacturing Co. He recently told delegates at the Music Operators of America convention about a national chain that nets \$2 million a year from guns and games in its stores across the country.

Scheer, whose company has been a part of a tremendous industrial expansion in this suburban area west of Chicago, was

once an operator involved in developing arcades in discount chain stores.

He has some definite hints for opening up what is a totally new concept of coin machine operating:

- Take that ring of keys off your belt.
- Put on your best business suit.
- Arrange an interview with the top management (this could mean a trip to New York City).
- Have ready a visual brochure depicting the many types of amusement pieces you operate.

• Prepare a resume of earning comparisons of equipment (this can be gleaned from route

(Continued on page 105)

Truck Stop is the Modern Honkytonk

SPARTANBURG, S. C.—Urban renewal is not restricted to the large city. This city of 60,000 is undergoing an extensive face-lifting. But according to Hal Shinn, Star Amusement Co., in nearby Gaffney, the uprooted location usually reappears in a new costume.

Shinn has found, for example, that the modern truck stop is inheriting the role and atmosphere of the traditional jukebox honky-tonk.

"Over in Spartanburg two things are happening," Shinn said. "They are clearing some areas to build throughways and

in other areas they're clearing out slums. Most of the locations we've lost were jukebox stops and it's pretty hard to pick them up again."

"Bible Belt"

"In the case of mass clearance we lose the rhythm and blues taverns, hamburger places and even spots like a shoeshine stand, where the jukebox stops always done pretty well. These locations are used to paying low rent and find it very hard to relocate in other neighborhoods."

Shinn said that because this

(Continued on page 104)

Board Meet March 10-12

WASHINGTON — The Music Operators of America (MOA) board of directors will meet here March 10-12 at the new Hilton Hotel.

Because the general revision of the national copyright law is still pending in the U. S. Senate, first order of business for the 50-plus board members will be personal contact with their senators.

"We expect a heavily attended meeting," Granger said. The topic of secondary importance at the meeting here will be the results of the 1968 convention and trade show

to be held at the Sherman House Hotel in Chicago, Oct. 11-13. "The board meeting will serve as a planning conference for the convention," Granger said. "Convention committees will be appointed."

During the recent national convention the board decided that it would continue to meet here in Washington until the copyright issue is decided. After that the body may move its mid-year meetings to San Francisco, Houston and other cities.

The meeting commences here with a luncheon on Sunday, March 10.

10 Per Cent of Jukebox Revenue Buys Records at Rapids Coin

By BENN OLLMAN

WISCONSIN RAPIDS, Wis.—Thirteen years of steady growth has boosted Russ Dougherty's Rapids Coin Machine Service from 23 jukebox locations to its current roster of "over 100 music and games spots." And the firm continues to grow at the rate of two new locations per month.

It all began in 1954 when Russ Dougherty left his post as route foreman for Cigarette Service in Appleton, Wis., and struck out on his own. He bought a route here consisting of 23 pieces of equipment—half

of it on location in nearby summer resorts.

Russ Dougherty recalls, "It turned out to be not exactly what I originally had in mind. But I hung on, learning as I went along and saw it through. In four years I had the route paid off."

Altered a conservative businessman, Russ Dougherty admits that many of his early concepts and operating practices have altered radically in recent years. No longer, he finds, need operators feel obliged to spend time and money

in each location to retain its patronage. The operator can make more productive use of his time following up other managerial aspects of his enterprise.

Neither does Dougherty deem it advisable today to "major" in one make of music or games equipment. "I'd advise any operator not to limit himself to a single line of jukeboxes or games. All of the machines on the market have their good and bad points, and many similarities. I prefer to be flexible and uncommitted to any particular line. Each year one manufacturer generally breaks out with several unique features. The operator who plays the field is free to take advantage of these innovations as they emerge. It is also my advantage to stay from all manufacturers to I can keep open to any good deals on discounts or used pieces of equipment. Today's operators should be versatile and flexible with the service requirements of all lines of equipment."

Highways Dougherty is also convinced that operators today need not confine themselves within small, local areas. His own routes cover a radius of approximately 50 miles encircling Wisconsin Rapids.

In most areas it is now economically feasible for operators to travel 50 miles to service locations. I don't advocate all that mileage for unproductive, isolated locations. Volume, of course, should be the deciding factor on the distance you operate from your home base. Today's improved highways and expressways have cut down the cost and time of route coverage."

Glancing backward, Russ Dougherty no longer advocates mixing music and games with vending.

"It didn't work out well for me," he explains. "I started out with vending when I came here in 1954 and was forced to give it up after seven years. By then I discovered that the cost of servicing my vending locations precluded any profits. It just wasn't worth the effort and investment; my music and games spots were carrying the financial load. With smaller equipment inventory, fewer employees and lower transportation expenses, my music spots made money. But vending was cramping me and keeping me so busy I couldn't find time to build my music business. The decision to discontinue vending and focus on music and games proved to be a healthy move. It may be counter to the present industry-wide trend, but in this territory it isn't necessary at all to provide a location with cigaret venders in order to sew up the music and games."

Future In 1961 Russ Dougherty sold his cigaret vending route to a candy jobber and the territory equipped to a food vendor. "All three of us are still in the coin machine business and non-competitive," he notes.

The future is promising for the progressive music operators, according to Russ Dougherty. "But the music business is no better than the drawing power of the records you put in your jukeboxes. It calls for steady effort to stay alert to the new record releases. We subscribe to all the industry's trade papers and study the popularity charts constantly to stay on top



RUSS DOUGHERTY, owner of Rapids Coin Machine Service, Wisconsin Rapids, Wis. He is here to do it again, he'd grow faster.



THE RECORD LIBRARY at Rapids Coin Machine Service is one of the largest in the State. It helps greatly in new-account acquisition. Morgan Matlack is pulling some LP's.

of the record situation. We get very few record requests from our locations. This, we feel, is a tribute and a valid indication that we know the musical wants of our locations."

To illustrate the importance he places on proper disk programming, Russ Dougherty notes that last year's budget for records averaged 10 per cent of each location's net receipts.

New Records "This may seem high. But it is part of the cost of doing business. I examine the overall income from each location and if it is slipping the solution generally lies in more new records, better programming or, often, a combination of both. I treat records like a good in-

vestment, not a necessary evil in the jukebox business."

Until recently, all of Rapids Coin Machine Service's record programming was performed on location by the route man. A start was made several months back that eventually may lead to programming all records in the shop prior to the service calls. Routeman Chick Metcalf has been assigned to handle all programming and collecting duties.

LP's "Inventorying our records is another change under way here, in order to stay with the times," says Russ Dougherty. "It is due largely to the impact of Little LP's on the jukebox business."

(Continued on page 106)



IF REVENUE DROPS in a spot, Rapids Coin programs more new records and usually the trend reverses. Routeman Chick Metcalf handles most of Rapids' programming.



MUSIC IS THE BACKBONE of the Rapids Coin operation, and owner Dougherty plays the field on new equipment acquisition. Service man Jim Minar is a thoroughgoing expert on all the major makes.

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HEAD WORLD.....305	
BIG FIGHT.....210	MIDWAY
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WURLITZER AMERICANA II

Big Party Opens San Francisco Distributorship



JOE BARTON, right, Rowa general sales manager, and Miss Cadette welcome Rovendco International general manager Hans Von Reydt into the Rowa distributor family.



JERRY WILSON, Wilson Music, Oakland, Calif., registers at Rovendco International's big San Francisco Party.

AT LEFT, Mr. and Mrs. Al Giannotti, Vendomatic, Redwood City, Calif., with Mr. and Mrs. Fred Slater.



DEL OSBORN, left, Osborn & Co., Oakland, Calif., and Jim Nichols, Stockton Music, Stockton, Calif., with Elmer Swager, left, United Servations, Berkeley, Calif., and Rovendco general manager Hans Von Reydt.



FROM LEFT, J. Cooke, Pacco Vending, San Francisco; Anita Roby, Rovendco; Ed Heille, Rovendco, and J. Nichols, Skyline Novelty, San Francisco.

Vending News Digest

Reversal in Food Price Case

BALTIMORE—A ruling that required Westinghouse Electric Corp. to bargain with an employee's union in regard to company cafeteria prices has been reversed by the U. S. Court of Appeals in the fourth Circuit at Richmond, Va. The National Automatic Merchandising Association had filed a brief supporting Westinghouse and views the reversal as an important step in preventing serious problems in contract relationships between operators and locations.

New Manual for Union Problems

LOS ANGELES—Operating companies face continued union problems and an attitude by union leadership that the vending industry is a "ripe plum" unless vending firms put their "management house in order." This is the warning of Dr. Benjamin Werne, National Automatic Merchandising Association (NAMA) labor relations counsel.

Dr. Werne has written an employee policy manual for NAMA to be used as a guide for vending companies. The policy manual is to prepare both vending executives and operators for any union eventuality and to encourage vending management to communicate with employees, according to Dr. Werne.

"Company employee manuals must be individually tailored to the specific set of conditions existing within a given organization. The new NAMA policy manual is strictly a set of rules and regulations to guide the industry," Werne said.

DECEMBER 9, 1967, BILLBOARD

Shrink-Wrap Proves Worth On Nationwide Routes

DENVER—No bulk vending organization anywhere gets its newly adopted items into the public view more quickly or attractively than Capco Vending, Inc., 24-State bulk vending organization with headquarters in suburban Arvada here.

As often as a new item is approved at the Arvada headquarters, this is a polyethylene-film packaging machine of the type which has found favor with many department stores for "visible packaging" of such delicate breakables as goblets, fine china, ceramic giftware, toys, etc. Merely by lowering a frame which contains a tightly stretched piece of polyethylene, and applying carefully controlled heat, the unit shrinks the polyethylene film neatly over everything beneath it to form an absolutely waterproof, dustproof seal for a display front. A number of large bulk vending firms have adopted this shrink-wrap system.

Old-timer Robert Graff and his partner Al Gibbons of Capco Vending have worked out a combination of plastics and the headquarter's shop regularly turns out styrofoam blocks, neatly cut to size, which fit each variety of 5-cent, 10-cent and penny venders on the far-flung nationwide routes. To give every vending machine at every location "the finished look" and clean attractive styrofoam panels are inserted at regular intervals (controlled by the flow of worthwhile new items) which may show as many as two dozen items, or half a dozen larger ones, arranged neatly on the face of the foam blocks.

It might be argued that such blocks need scarcely to be covered with the waterproofing film, inasmuch as each is already protected from dust, handling or any damage by the glass globe or front glass panel of the vending machine. Graff and Gibbons do not look at the matter from that standpoint, how-

ever. Their attitude has been that nothing is better inclined to promote salability of bulk items than immaculate cleanliness and an attractive lineup of interest-whetting elements.

The styrofoam panels are produced at an average cost of one dollar each, the amount fluctuating according to strictly local changes in cost, the number of items being shown, etc., and are rushed out by fast freight to route operators through the 24 States as soon as completed. Representing a heavy work load, but increasing the sales potential of every machine by many percentage points, these "tiny billboards" have proven their ability to get a new item into popular turnover, in a short space of time.

Munves at the Outdoor Show

CHICAGO—Mike Munves Corp., exhibited 100 machines at the International Association of Amusement Parks Convention at the Sherman House Hotel here Nov. 16-19. Makers were AMF, Bally and several imports.

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New Rowe Branch

● Continued from page 99

Oakland Automatic Sales, Oakland; Ellen West, Cody's Music, Winter, Calif.; John Fira, Rapco, San Francisco; Ron Kain, P&M Sales, San Francisco and John Casazza, Santa Rosa Cigarette, Santa Rosa, Calif.

The Rovendco headquarters are at 1400 Minnesota Street here.

Garland Report

LOS ANGELES—Gordon H. Garland, public relations counselor and lobbyist for the California Music Merchants Association and seven other organizations, reported he spent \$23,944 representing the eight interests.

International
News Reports—
Last Issue
of Every Month

Coinco Units For Canada

ST. LOUIS—Coin Acceptors, Inc., at the recent vending show in Chicago exhibited two acceptors capable of coping with the new Canadian coinage problem.

Coinco has announced that its Toronto factory has reached full production with a mechanical and an electronic unit. The electronic unit operates on an RF frequency oscillator that rejects slugs and accepts good coins. The mechanical acceptor separates the coins, using a series of magnets and offers extra protection for new coinage and full protection on American and old Canadian coins.

Both acceptors will fit any existing Coinco changer.



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SEVEN SEAS	179.00
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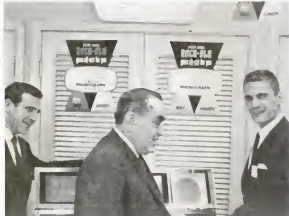
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Betson's 35th Anniversary



BETSON ENTERPRISES' guests enjoying festivities during the North Bergen, N. J., firm's 35th anniversary open house.



ROCK-OLA's Bill Findlay (right) chats with Joe Bossolino (center) and host Bert Betti.



MORT SEORE, Chicago Coin sales manager (left), chats with Harold Kaufman, Musical Dist. OPERATORS Walter Cwynski, (left front) Jack McKenna, (rear) and Joe Russomanno.

Truck Stop is the Modern Honkytonk

• Continued from page 99

area is part of the co-called "Bible Belt," and "practically dry," locations often experience another difficulty in transitions to another neighborhood. "They can keep their beer license, of course, but where can they go?" "Most often there has to be a hearing and there are always objections. The attitude of the law enforcement people is very negative. They feel there shouldn't be any taverns. They always object. If the location is too near a church or school you have more problems," Shinn said.

New Truck Stop
Shinn, president of the South Carolina Coin Operators Association and also Music Operators of America sergeant-at-arms, is developing one entirely new kind of location as a direct result of urban renewal expansion. "This is the elaborate truck

stop," said Shinn. "A lot of these really swanky kind of truck stops are springing up along the new thoroughway. They usually have a trucker's lounge and this means we can sit pool tables, shuffle bowlers and a lot of different games. Of course, we always have a jukebox in this kind of location."

United in Kan. Adds Territory

WICHITA — United Distributor here, long-time outlet for Wurlitzer, has enlarged its territory to include areas formerly serviced out of Kansas City.

Atlantic Show

NEW YORK—Atlantic New York Corp. hosted area operators at a showing of the new Seeburg Spectra phonograph on Nov. 7.

NORTH BERGEN, N. J.—Betson Enterprises celebrated its 35th anniversary as a distributorship with an industry open house here Nov. 19.

President Bert Betti hosted scores of operators and representatives of the manufacturers of the lines he handles: Rock-Ola, Fischer, United Billiards, Chicago Coin and Automobile Products.

Among the guests were Dan and Charlie Bivona, Three B Vending, Plainfield, N. J.; Vinge Severino, Linmar Amusement Co., New Milford, N. J.; Lenno Schlesinger, Emerson Music Co., Newark, N. J.; Thomas Greco, Greco Brothers, Glascow, N. J.; Barry Schlesinger, Beverly Vending Co., Bayonne, N. J.; Ed Hanko, County Billiards, Bridgeport, Conn.; Emil Russo, R&Y Amusement Co., Newark, N. J.; Jack Jacobs, Salem Music Co., Teaneck, N. J.; Ed Gormore and Bert Harland, Filp's Amusement Co., Haledon, N. J.; John Gambino, Gamby's Music Co., Manville, N. J.; J. McKenna and Walter Gwynski, Crystal Vending, Elizabeth, N. J.

Also present were Max Schwartz, Ajax Amusement Co., Elizabeth, N. J.; Lou Northrup, Bridgeport Cigarette Service, Bridgeport, Conn.; Sam Matty, Master Vending, Wallingford, N. J.; Duke and Joe Bossolino, McGee Amusement Co., Leonia, N. J.; John Slanczyk, Central Music Co., John Dorbrinski, Berose Amusement Co., Lodi, N. J.; Paul Weisberg, Harari Vending, Hackensack, N. J.; Frank Santise, Sany Vending, New Brunswick, N. J.; Fred O'Brien, Fairlane Amusement Co., Middletown, N. J.; Joe Russomanno, Crown Vending, Rahway, N. J.; Cleo Razzia, Twinbrook Vending, Franklin Lakes, N. J.; John

More LP's From Garwin

CHICAGO — Garwin Sales, which is handling production and national distribution of Little LP's, has released:

Ferrante and Teicher, "In the Heat of the Night," by United Artists (Title tune, The World We Knew, You Only Live Twice, Cabaret, All You Need Is Love, Affair, Best of the Mummies, "Let's Have a Party," by Sire Records (Golden Slippers, Four Leaf Clover, Stumbling, Half a Sinner, Alabama Jubilee, Baby Face, If My Friends Could See Me Now).

"A Man and a Woman," soundtrack by United Artists (Title tune, Today It's You, Stronger Than Us, 124 Miles an Hour).

Engelbert Humperdinck, "The Last Waltz" on Parrot (Title tune, Two Different Worlds, Misty Blue, Am I That Easy to Forget, A Place in the Sun, If I Were You).

Ort, Ort Amusement Co., Cliffside, N. J.; Joe Caurino, Pleasant Music Co., Union City, N. J.; Ralph Melillo, Kold Snack Vending, Irvington, N. J.; Harry Senns, Harry's Vending, Lyndhurst, N. J.; Charles Krikorian, Blue Chip Vending, North Bergen, N. J.; Fred Friendlander, Friendlander Amusement Co., West Orange, N. J.; Ben Greenwood, J&M Amusement Co., Jersey City, N. J. and Ralph Trotta, City Amusement Co., Patterson, N. J.

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Gott, Cruise Time	295.
Gott, Girl	125.
Gott, Masquerade	465.
Gott, Mayfair	395.
Wim, Pinch Hitter	95.
Bally Bucking Bronco	345.
AMA 100 & 200 Set.	
Waltzmaster	25. 99.
AMA Continental 100	195.
Smokeshow Model V 27	185.

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BETSON sales manager, John Rafter flanked by Clio Rosazza (left) and Ed Hanko.

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Arcades Reversing Attrition Patterns

Continued from page 99

(SMS) expanded and built dormitories. This took out two pool halls and three restaurants."

But Page's new arcade in this section allowed him to "relocate" these later five locations. "I had one chance," he said. "The SMS expansion left one building standing, and I leased it."

Former Drug Store

The building had housed Varsity Drug for a number of years and is one block from SMS. The lease costs Page \$250 a month. Utilities run another \$85 per month. He hired one girl to work days and one young man to take care of the night shift. Page also works in the place at odd hours.

Page put in 44 pieces of equipment in the 60-ft. by 80-ft. facility. It is open 16 hours a day: 8:30 a.m. to 1:30 a.m. Outside of the equipment, the only other fixtures are tables and chairs.

"We use a 200-name bowler card on Saturdays when we give away prizes," Page said. "We always fill the card so our traffic just about averages between 150 and 200 people a day. We have college kids until

3:30 in the afternoon, then we get high school kids up until 8:30 p.m., and then the college crowd comes in until we close."

Page said a group of real estate men come in every afternoon to play pool.

Promotions include free pool for girls, a jukebox programmed for the young audience and set on free play, prizes and drawings. "The free pool for girls has been a good promotion—the girls bring the boys in. The free-play jukebox is important, too," said Page.

44 Pieces

Since Modern Music is a typical fully diversified operation, Page was able to sit all the equipment in the arcade. The line-up of units includes: a full bank of 8 vending machines (coffee, cold drink, ice cream, milk, cigar, sandwich, candy and snack); jukebox (1); ping-pong (15); baseball games (3); pool tables (3); photo unit (1); ball bowlers (3); arcade pieces, Grand Prix, AMF's Race Ways and assorted gun games (10).

"The way an operator can make up for losing locations is to create his own with family fun centers or recreation centers in supermarkets and discount stores," Page said.

Spectra at Green Bay



MR. AND MRS. MEL EVRARD, Evrard Vending & Music Co., Green Bay, Wis., get the Seeburg Spectra sales pitch from Walt Koelbl, right, of S. L. London Music Co., at recent showing in Green Bay.



A CLOSE LOOK at Spectra is taken by Grand Vending & Music Co. routemen Jerry Rentmeester, standing, and Bob Ramage.

RUSS DOUGHERTY, right, owner of Rapids Coin Machine Service, Wisconsin Rapids, Wis., hears about the Spectra's fine points from S. L. London Music Co. representative Walt Koelbl.

Make Money with the music makers by Rock-Ola



How Discount Dept. Stores Fill a Void

Continued from page 99

reports from your present physical locations).

• Show management that your merchandising techniques include fixed rotation of equipment and continued placement of new pieces.

• Furnish photographs of your headquarters facility, its shop area and include pictures of your route vehicles.

• Stress your proximity to the discount store you are aiming at and how your firm will provide 24-hour service seven days a week.

Scheer thinks that a brochure presenting many of the above mentioned points should be part of every operator's promotion tool, whether or not he goes after discount stores.

"The discount store is not a tavern," Scheer pointed out. "In many cases it is part of a national company listed on the stock exchange. You can anticipate certain business procedures quite different from your normal route operation."

"In most cases, the store manager will have a duplicate set of keys to the coin boxes and will do the collecting of machines. The use of coins, metered, and regular reports will be made in triplicate form. Your firm gets a copy, another copy goes to the national office and the store keeps a copy. These can be weekly, bi-monthly or monthly reports. Your income will be in the form of a check."

Scheer stresses the importance of the operator cultivating a relationship with not only the store manager, but the assistant manager. "The assistant manager will be next year's manager," Scheer said.

In addition to constant main-

tenance of the equipment, the operator's normal routine will include visiting the manager and discussing business over a cup of coffee. "At this point you can wear your ring of keys again," Scheer laughed.

Vending

"In fact, the cup of coffee can lead into still another beautiful area in this kind of operation. Many stores have a lunch room where you can install a coffee machine, cold drink units and other vending equipment. Even in the arcade itself you can include vending equipment. You can certainly aim for handling cigar machines throughout the store."

"Once you're in with an arcade all kinds of possibilities are open," he said. "For one thing, bulk vending machines are a natural. Even the restrooms in these stores will accommodate valet vending units, shoeshine machines and several other types of equipment."

In reference to the arcade itself, Scheer has found that most well-run discount stores already have sufficient area for the installation. "The operator should, however, provide signs, giant tollpikes, balloons and other items to fit in with the decor and various merchandising motifs the store employs."

"The operator should key his promotions to the discount store concepts of merchandising," Scheer said. "For example, signs should be prominently placed to tell the store that mothers can leave their children in the arcade while they shop."

"This is a point you should particularly stress to store management. Millions of dollars are lost every year by stores because children run loose and tear down displays or in other ways

create havoc. The arcade solves this headache for the store."

Scheer also encourages operators to run promotions keyed to activities in the store. "You can tie in on various holidays and offer free kiddie rides or put all the games on free play during certain periods."

"The operator can also advertise in local papers in co-operation with store's regular promotion procedures. Stress that your games are a bargain, too, that kiddie rides and games are set at three for a quarter."

"One operator I once knew regularly dressed up in a cowboy outfit and performed tricks and gave away candy and balloons in the store's arcade. This is just an example of the imagination you can employ in this kind of operating," Scheer said.

In terms of commissions, Scheer suggests that operators offer 40 per cent. "If you're providing the newest in equipment, performing the merchandising techniques you should and furnishing service, the store will go along with your getting that extra 10 per cent. You should have no trouble obtaining a 60/40 commission arrangement."

"A discount store is geared to obtaining the maximum dollars from minimum space foot areas. Your arcade occupies a minimum area and it is often located in what might otherwise be excess space. The store's revenue from the arcade is all off the top—they have no investment and no overhead."

"The arcade makes sense to the discount store. This chain that is netting \$2 million a year from its arcades would have to sell \$50 million in merchandise to come out with as much net as its arcades provide."

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Munves Shows a Long, Fun Line at IAAP

CHICAGO — Mike Munves Corp. showed up at the International Association of Amusement Parks convention here last week with the finest line

Shaffer Hosts Las Vegas Trip

COLUMBUS, Ohio — Shaffer Distributing Co. here hosted 50 operators at the Frontier Hotel in Las Vegas recently as part of their promotion on the new Rowe Cadette phonograph.

Shaffer offices in Cincinnati, Detroit and Cleveland also participated in the promotion. Highlight of the trip was the giveaway of a 1968 Cadillac automobile, won by James Drivakis, Atlas Amusement Co., Cincinnati. A Cadette phonograph was won in a drawing by Joe Parisi, Supreme Novelty Co., Springfield, Ohio.

Shaffer has been a leading coin machine distributor for over 30 years.

of space-age fun spot equipment he's had in years.

All smiles, Joe Munves told Billboard: "People are waking up to the fact that arcades are profitable. They're attracting women. They're operating clean games in sparkling facilities. They're putting out challenging new machines."

Munves said that the hottest among the 24 units he exhibited were the soccer games by Bally and AMF, Sega's Periscope gun game, the Dale Auto-Driver, All-Tech's grip test and Gang Buster gun game, Bally's Boost-A-Ball (which goes into distribution this week), Chicago Coin's Ace Machine Gun and Northwestern Corp.'s Booz Barometer.

"I'm delighted to see the athletic machines coming back," Munves said.

Another long-time exhibitor at the show, Standard Harvard Metal Toy, Inc. displayed its typer and offered 4,440 discs free with each order.

Cleveland to 15-Cent Play?

By JANE SCOTT

CLEVELAND — Brother, can you spare 15 cents?

The song of the jukebox today is "Higher and Higher." This may force machines to raise the cost of a single play from 10 to 15 cents, reports Charles Comella Jr., third-term president of the Phonograph Merchants Association.

"We're in a squeeze. We're hemmed in," he said. "Cars cost more. Equipment costs more. And each year our contract with Teamsters & Union Local 410 is higher."

The possibility of raising the record plays from three songs for a quarter to two songs was to be discussed at the Association's luncheon meeting Nov. 28.

"Let's face it, we get the leisure money, the extra money. The man who goes to a bar with a dollar in his pocket buys the drink first, then he thinks about the jukebox," added Comella. "The Long Ford Motor Co. strike, the possibility of a Chrysler or General Motors' strike are making many musicians 'hold-backs'."

Comella, who heads Cadillac Music Co., trades cars in every two years instead of one now. "But the big thing we have to do is better programming. We've got to be more efficient. We've got to check closer to see that the song that the customer wants is on the jukebox," he said.

Illinois Association Hiring An Executive, Opening Office

CHICAGO — The Illinois Coin Machine Operators Association (ICMOA) picked an executive secretary last week and announced plans to open a permanent office in Springfield, Ill., the State capital.

A special committee interviewed 20 applicants before selecting a young Springfield attorney, Frederick C. Ginn.

The association decided to retain an executive secretary following a prolonged legislative campaign last spring in opposition to proposed anti-pinball measures.

Speaking for the committee,

Silverman 50th

PHILADELPHIA — The coming holiday season will be of special significance for Joseph Silverman, executive secretary of the Philadelphia Amusement Machines Association and a leader in the industry since its early days. While the nation prepares for Christmas on Sunday, December 24, that date has special meaning for Silverman and his wife, Ann. Because on that day Joe and Ann Silverman will be celebrating their 50th wedding anniversary.

While a gala family party is planned for that evening, at which time Joe and Ann will repeat their marital vows, it will be with the blessings and congratulations of the entire coin machine industry.

Les Montooth, Peoria operator and IOMOA director, said: "Our thinking leans to opening an office in Springfield because it's the capital and is centrally located. The executive secretary can also work more closely with James Winning, our attorney, if the office is there."

Winning, a prominent Springfield attorney, was recently hired by ICMOA as the association continues to implement plans for strengthening and enlarging the scope of its activities. A new dues structure of 50 per member-company employee, \$500 per distributor and \$100 for suppliers is now in effect.

GRANGER, VICE OFF TO EUROPE

CHICAGO — Music Operators of America Executive Vice-President Fred Granger and his wife have departed for a month's tour of Europe. The Grangers will spend most of their time in Portugal. Mrs. Granger's home is in Lisbon, Granger, who served in the U. S. Foreign Service and was a Naval officer, lived in Europe 10 years before accepting the MOA post on Jan. 20, 1964. Granger said that while in Lisbon he will spend several hours weekly in Portuguese language classes.

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The Rapids Coin Success Story

Continued from page 100

As long as we were concerned only with 45's we shied away from making inventory cards for each record purchased. It is cheaper to contact our one-stop record supplier for a specific single than to spend time and money developing an inventory and card file system. But we are doing it now for our LP's. It helps in soliciting locations when we assure them we can provide a specified number of LP oldies and standards' for background music and program the rest of the jukebox with late singles. Our library of Little LP's is a strong selling point nowadays."

Although music is Rapids Coin's long suit, pool tables, bowlers and shuffle games are not ignored. More pinballs are used since the Add-A-Ball game came on the scene.

Pool Leagues

Pool tables have sparked game volume for the past several years. Russ Dougherty sponsored a half dozen highly active pool table leagues, supplying locations with promotional signs and attractive trophies for the winners. Recently the firm installed several pool tables in the men's residence halls of the nearby University of Wisconsin-Stevens Point campus.

"Colleges now are beginning to present opportunities for the music and games operator. In addition to jukeboxes there are some new games on the market that are suitable for use in college unions and recreation centers. Quizmaster games are an example of the type of machines that would be acceptable. For spots like these games must show value and be a rec-

reational asset to the location. As yet, however, the coin machine industry has not developed a large enough variety of these non-gambling novelty game units.

Direct lease agreements with locations are assuming increasing importance in his operation, according to Russ Dougherty.

Leasing "Leases and specific contractual agreements with locations will definitely become the normal pattern of doing business for the jukebox operator," he maintains.

Most of Rapids Coin Machine Service's top volume super club and entertainment spots are on lease arrangements which calls for new records on a regular, predetermined schedule and cash payment from the location each month.

These lease agreements, says Russ Dougherty, cut down the number of service trips to locations in line to guarantee income stability for the operator.

It pays to be community-spirited, Dougherty's experience proves. Since moving to Wisconsin comedian he has taken an active role in numerous civic organizations as well as his own trade groups. In the coming year he is in line to be elevated to Exalted Ruler of the local Elks Club. He has served on the Chamber of Commerce Ambassador committee and welcomes new business firms to Wisconsin Rapids. He is a member of the central Wisconsin committee working for reelection of U. S. Sen. Gaylord Nelson. A director of the Wisconsin Music Merchants Association, he is also a staunch MOA member.

Advertising

Advertising helps, too. And

it can take numerous forms. Russ Dougherty allots a specific 45¢ yearly fee for advertising at the local stock car racing track. These sporting events attract strongly to the tavern trade and most of the drivers are sponsored by local taverns. He buys spot announcements during the races to inform the fans that the town's leading dining and drinking spots are users of Rapids Coin Machine Service equipment.

"At least half of the machines I started with," he recalls, were in a resort spot. In those days, although I wasn't fully aware of it, the resorts were good for about 10 good weeks of business. I had to rebuild the entire route and put the emphasis on year around locations. In recent years, however, the situation has improved. Today, resorts here offer at least seven strong months of activity due to improved resorts and the boom in skiing. The resort business is good right through the month of February."

In his rare spare moments, admits Russ Dougherty, he often ponders what he might do differently now if he were to begin all over again in the business. He broods on it up with this conclusion: "I would have tried to grow faster. Now I realize that I should have been more expansion-minded from the start. It took me too long to learn how to make effective use of investment capital. Banks and lending agencies are eager today to make loans to coin machine operators. Thirteen years ago, however, when I took over this company, that wasn't so."

FLIP REVOLUTION! (Continued)

WEST CLUB

A NEW FLIP-TRONIC
FROM rally
2 PLAYERS

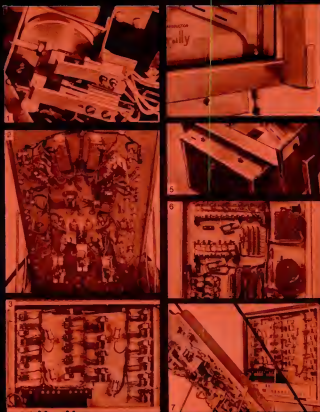


rally 'FLIP-TRONICS' OUTDATE ALL OTHER PIN GAMES

What is "Flip-tronic" ? Compare a Flip-tronic game with an ordinary pin game. Its like comparing an automobile with a bicycle. Flip-tronic is a new creation. Its electronic, it's lively and sensitive with lightning responses. Its brilliantly designed, its easy to maintain and so attractive. Look at these outstanding features :-

Sensitive with immediate punch response : redesigned Jet Bumpers and flippers attractively lit with lively action (photo above). Compact "monobloc" assembly with hi-speed contacts (1-2). Backflash brightly lit by four 25 watt lamps (3). No more ball-lift delays, ball is always on playfield and fed immediately to ball plunger (4).

Easy maintenance, coin slot and cashbox in separate locked compartment. Backflash opens front and rear. Playfield and playfield glass lift up separately on props, enabling instant access to underside of playfield (6-7). New Hi-speed contacts make fast and exciting play with ultra-rapid scoring.



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Album reviews

STAR PERFORMER SPOTLIGHT—Cream of the week's new releases in their respective categories. Albums which are expected to reach the upper half of the Top LP's chart, any position on Billboard's special survey charts, or have long-term sales.

CHART SPOTLIGHTS—Albums which are expected to have sufficient sales to reach the Top LP's chart or have long-term sales.

*********—Moderate sales potential album which may not reach Billboard's LP chart but which should have enough sales activity to warrant that being stocked by most dealers, rack jobbers and one-stop handling that category.

SPECIAL MENTION—New releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.



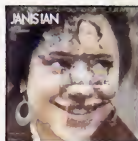
POP
THEIR SATANIC MAJESTIES
Request—The Rolling Stones
London NP 2 (M); NPS 2 (S)

If the three dimensional cover seems far-out, listen to the record. The most essential album the group has yet recorded, with an affluence of effects throughout. Several songs can receive airplay although most are in the 3:30-5:00-minute range. Bill Wyman's single "In Another Land" is included as in the flip side by the entire group. "The Liar's" must inventory for all pop dealers.



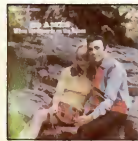
POP
SMOKEY AND HIS FRIENDS THE ROYAL GUARDSMEN
LP 2042 (M); SLIP 2042 (S)

Packaged specially for the Christmas season, this "Smokey hits album" should remain on the charts long after the season is past. One side of the disk contains the three "Red Baron" hits which made the group's "The Airplane Song" is on the flip side, together with other World War I songs, pop and Christmas tunes. An excellently balanced album sure to hit both the Christmas and pop-rock with impact.



POP
FOR ALL THE SEASONS
Of Your Man-Jerry Lieber
Verve Forecast FT 3024 (M); FT 3024 (S)

Janis Ian, possibly with another highly controversial album, "Heavenly Creatures" to the "Structured Song" on this album, and like the previous hit, is very musically advanced. The rest of the tunes, too, pack a message as the singer strikes out at parents in "And I Got Me," society in "Honey D'ya Think," and war in "Be Home."



POP
WHEN THE SNOW IS ON THE ROSE—Ed Ames RCA Victor
LPM 3113 (M); LSP 3113 (S)

Ed Ames' rich baritone provides pleasant, relaxed listening with such ballads as "Mary in the Morning," "The Seasons of Love" and the title song. No sings "I'll Get By" with more feeling and sense of lyric than the standard has received in some time.



POP
THE LAST WALTZ—The Band
Hempstead's many fans know what to expect in a new package by the young British unit and in this he delivers an excellent group of airtight songs from both pop and country sources. In addition to his recent hit, the album's title, his fine material includes "A Price in the Sun" and "Am I That Easy to Forget."



POP
WHAT NOW—MITCH RYDER
MT LOVE—Dynafonic
By 31901 (M)

Combine a dramatic voice like Mitch Ryder's with the inventive, dynamic production work of Bob Carse, a genius in his field, and you have an album loaded with dramatic like the hit single "What Now My Love" ("I'll Take You Away"), which features a thumping heart sound, and blower, pointing tune like "Whole Lotta Shakin' Goin' On," are both powerful.



POP
MR. DREAM MERCHANT—Jerry Butler Mercury MG 21146 (M); SR 61146 (S)

With his hit single as its title, Jerry Butler comes with a first-rate soul-filled package. "After," "When a Woman Loves a Man" and "Yesterday" are but three of the familiar tunes given a new dimension here. Among the seven other fine cuts are "Lost" and "100 Lbs. of Clay."



JAZZ
THE BEST OF WES MONTGOMERY
—Verve V 814 (M); VO 8746 (S)

Montgomery has made his mark at Verve, and now as he continues to ascend in popularity, Verve is releasing a set of his best known works. Included are the guitarist's renditions of "Giant" Out of My Head," "Tequila" and "Cervantes" as well as his original "Honey West." An excellent album.



JAZZ
THE BEST OF JIMMY SMITH—
Verve V 8721 (M); V 6-8721 (S)

Verve has repackaged all of the most popular Smith organ swingers culled from six of his two earlier albums into one "best of" package. The album spans such renowned Smith places as "The Cat," "The Organ Grinder's Swing" and "Walk on the Wild Side."



JAZZ
DELIGHTFUL—Lee Morgan
Blue Note BLP 6242 (M); BST 6242 (S)

Not since his "Edgewater" hit album has Lee Morgan displayed such diversity in an album. He leads off with a moving "Cecile Lee So," a calypsonianish dish, then charges the band to Latin in "Zambia." Morgan's trumpet shines in both "Yesterday," a Lennon-McCartney tune, and "Sourire Souffert" from "Fiddler on the Roof."



JAZZ
THE BEST OF CAL TJADER—
Verve V 8725 (M); V 6-8725 (S)

Tjader's harmonic approach to scoring percussion instruments yields a listful sound, understated with depth and emotion. "Soul Search" is a marvelous smattering of proof, with "China Nights," "The Whiffenpoof Song" and others on hand as additional evidence.



JAZZ
SOUL CALL—Duke Ellington
Verve V 8701 (M); V 6-8701 (S)

This album, recorded a year ago at the Jumanji-Fine Jazz Festival, is not traditional Ellington. The longest selection, "Le Plus Belle Africain," runs 13 minutes and 45 seconds, and it features some remarkable classical work by Jimmy Hamilton. It's a cool, moody work that comes across.



CLASSICAL
BERLIOZ: SYMPHONIE FANTASTIQUE—Toronto
Sweeney (Rondeau, CAS 32 11 0035 [M]; 32 11 0036 [S])

The brilliant young conductor of the Toronto Symphony demonstrates why he is one of the rising stars in the classical firmament. "Symphonie Fantastique" is performed with care and clarity as well as high technical competence.



CLASSICAL
COPLAND: PIANO QUARTET
SATTY/INTERUS TWO
Columbia/World/Jarvis
Country CAS 32 11 0041 (M); 32 11 0042 (S)

Copland's previous recordings of his works hit the charts at No. 21. And now, playing in his own three compositions, Copland is assured of at least as much. The music here is technically complex, but always infectious. "The Violin" is a stunner, moving piece.



ORIGINAL CAST
HENRY, SWEET HENRY—Original Cast
ABC A&R OC-4 (M); ABCS OC-4 (S)

A best Broadway run for this musical is not yet assured but it's putting up a fight. There could be an album effort in this package. Bob Mann's score has a life of its own and then, but most of the excellent music from the leading young actors, Robin Wilson, New Small and Alice Play-ton.



POP
THE ESSENTIAL FRANK SINATRA
—Columbia 321 42 (M); 325 842 (S)

This handsomely packaged anthology of Sinatra circa 1929-1952, with a libretto (Penguin book), is a must for Sinatra buffs. It has all the old Sinatra hits from the Merry Jams days through the Columbia years. The sound on the sides is surprisingly good.



POP
TRY IT—The Standells Tower
ST 5009 (S)

"Try It" was banned from the air waves, though it contains no more ill-suggestion than a parakeet's twitter-and not much more music sense, which is better reason for ban. The song, once candidates for obscurity are the group's renditions of "St. James Infirmary," "Trust on Samal Serap" and "Forgettable others. But with the help of the "banned" beast, it will sell.



POP
SOMETHING ELSE AGAIN—
Rocio D'Arcos Verve Forecast
FT 3034 (M); FTS 3034 (S)

Rocio D'Arcos combines blues, folk and jazz elements for a wide-ranging package containing several choice items. "Squirrels" and "New City Blues" are the classical in nature, while "A Foolish Heart" is a Rocio D'Arcos original. "Don't Listen to Me" displays a faster beat. Rocio's instrumentals as well as vocal and composing talents are considerable here.